

NOV 30 1923

# THE Publishers' Weekly

The American BOOK TRADE JOURNAL

VOL. CIV.

NEW YORK, NOVEMBER 24, 1923

No. 21

Joseph Conrad's

*first novel in three years*

## THE ROVER

A literary event of the utmost importance is the appearance of this new novel by Mr. Conrad, who has been termed "the greatest living artist in any art."

The colorful and romantic background of the Napoleonic era serves as the canvas on which the author paints his figures. The story tells how Peyrol, the rover, who sailed the lawless seas as a buccaneer, has retired to his native France to dream of a great naval victory for his people. He is drawn actively into the war against England by young Lt. Real, the lover of Arlette, the child of the revolution. The Rover goes down to the sea and there brings about the two things nearest to his heart—victory for his France and happiness for the lovely Arlette—and dies there like a Viking.

Peyrol will take his place in that incomparable gallery beside Lord Jim, Nostromo, Heyst and the others. (\$2.00)

DOUBLEDAY, PAGE & CO.



What the Philadelphia Ledger  
Said of

# SAMUEL MERWIN'S SILK

"IT is difficult to write a sane review of 'Silk', the fairy, cobweb-  
by fabric spun by Samuel Merwin. The exquisite delirium of  
the book still burns hotly a week after having read it, urging to  
superlatives.

"**G**REAT caravans thread across the pages, strings of shaggy beasts  
travel north from Han, burdened with cloths frail as spun  
moonlight and raw, sheeny stuffs woven on the looms of Chihli and  
Shantung. For 'Silk' is a romance of 2000 years ago, when China spun  
the precious cloths worn by roman empresses and the proud queen of  
India. Jan Po, the hero, is tremendously true, His mind is a mosaic of  
thoughts so exquisitely Oriental, that he seems like a figure out of an  
Eastern brain. Truly, a gorgeous person is Jan Po, with the dignity  
of the Son of Heaven himself.

"**S**'ILK' is a pageant, beginning sumptuously at Sarakand, where Gen-  
eral Pan Choa stands guard over the silk caravans going north-  
west to Asia Minor and Rome, and shifts with Jan Po to Balkh, ruled  
over by a slim, alabaster queen descended from Alexander and a daugh-  
ter of the king of Samarkand. Here the spectacle smites the eyes with  
its splendor; halls of purest white marble and azure tiles; splashed by  
the rain of fountains and made more gorgeous by peacocks; thronging  
bazaars and khans and caravansaries filled with bales of silk from China.  
And the people are as brilliant as the scenery; bearded Wazirs, burn-  
ished court attendants, slave girls and eunuchs and tall, white warriors  
from Rome. And ever moving in the background, with a fine swing-  
ing rythm, are the silk caravans.

"**S**HEER magic, this 'Silk'. It traps the imagination like a cobweb  
and carries it a captive into the country of youth; and long after  
it has relinquished its gossamer grasp the poignant beauty of its passages  
linger, like the memory of lost illusions."

Have you read this book yet?

HOUGHTON MIFFLIN COMPANY

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THE IRON DOOR**  
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Emerson Hough's  
**NORTH OF 36**  
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**NOWHERE ELSE  
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short story—

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Authors

A collection that includes  
the majority of the fore-  
most British writers to-  
day—from Aunonier and  
Bennett to H. G. Wells  
and Zangwill. \$2.50

By the author of "The  
City of Beautiful Non-  
sense."

### MAY EVE

By E. Temple Thurston

A story of developing  
womanhood and of love.  
Full of fancy and imagi-  
nation. \$2.00

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black and white. \$17.50

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Montgomery Flagg—

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club life. \$1.25

A charming gift book

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Beautiful pencil draw-  
ings of the English Uni-  
versity by J. M. Delbos,  
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### FIFTY CHRISTMAS POEMS FOR CHILDREN

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ercise to prevent apo-  
plexy, Bright's Disease  
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books of the autumn twice as  
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New York

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*Announcing*

(TO BE ISSUED EARLY IN 1924)

# Reference Catalogue of Current Literature 1924

Three Volumes (one of which is an Index)

Regular Price \$15.00

This standard English reference book is the equivalent of the American "Publishers Trade List Annual." It is of like importance as a guide to the publications of British houses, and having a complete Index volume to the many lists it is invaluable to booksellers and librarians.

Unlike the "Trade List Annual" it is not issued yearly. The previous issue was dated 1920 and has been "sold out" for many months. Subscribers for the new edition are urged to place their orders at once and get the full use of the catalog with the least possible delay.

As sole American agents for J. Whitaker & Son, the publishers of the "Reference Catalogue," we will supply sets at \$12.00 to members of the book trade.

After publication the price will be \$15 a set.

Orders will be filled in rotation as received

**R. R. BOWKER CO.**

62 West 45th Street, New York



*Announcing*

THE CONCORD EDITION

*of the works of*

JOSEPH CONRAD

*the first two volumes of which*

LORD JIM *and* VICTORY

*are ready*

This is the first edition of its kind to be issued in this country—a uniform, complete and unlimited edition of Joseph Conrad's works. The Concord Edition, planned under the author's personal supervision, will be the definitive set.

Included in the collection are two special features, first the author's notes, never before published in a popular edition and second, in each volume a photogravure frontispiece of such subjects as unique dedications and inscriptions. Conrad ships, Mss. pages and portraits of Mr. Conrad.

The books have been beautifully made, the paper of fine quality, printed from special plates in Caslon, old style type, dark blue flaxen weave cloth, stamped in gold and with gilt tops, they are exceptionally handsome and are especially suitable for gift books.

The additional volumes of the set will be published at the rate of two a month until complete and any new works of Mr. Conrad will be added as they appear.

The price is \$2.50 per volume.

In preparation for this edition:

Almayer's Folly, An Outcast of the Islands, The Nigger of the Narcissus, Tales of Unrest, The Inheritors. Youth, Typhoon, Romance, Nostromo, The Mirror of the Sea, The Secret Agent, A Set of Six, Under Western Eyes. A Personal Record, 'Twixt Land and Sea, Chance, Within the Tides, The Shadow-Line, The Arrow of Gold, The Rescue, Notes on Life and Letters, The Rover.

Wire orders at our expense.

DOUBLEDAY, PAGE & CO.

Garden City, New York. In Canada: 25 Richmond St., W., Toronto.

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Wire orders at our expense.

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Garden City, New York. In Canada: 25 Richmond St., W., Toronto.



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In 1922 our good friends, Grosset & Dunlap, took on the distribution of Blue Books, while we developed our own selling force.

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Due to the splendid and thorough manner in which they distributed the Blue Books we anticipate no difficulty in carrying on the work.

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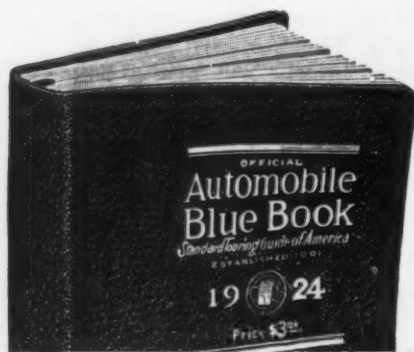
A beautiful six color route map showing road conditions, highway markings and mileages, in a movable transparent map holder; a simplified, one number to a route system; and a complete revision of the entire text of all books; will greatly increase the sale of Blue Books. Everyone who contemplates a motor tour will want the new 1924 Blue Book.

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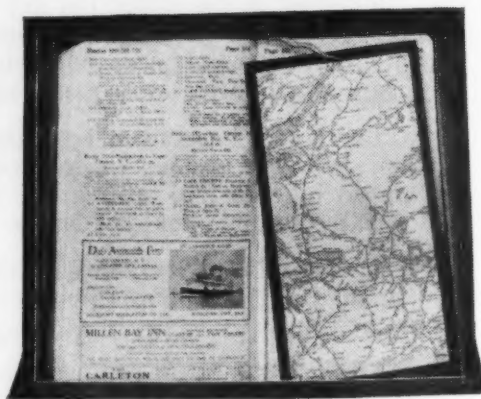
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in the Zurich General Accident and Liability Insurance Company, absolutely free. In addition the member receives all of the other services of the TOURING CLUB which are fully explained in the books.

Volume 2, the first of the four volumes of the 1924 edition will be ready for shipment about November 20, 1923. The price remains \$3.00.



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Volume 1 Ready April 15, 1924

Volume 2 Ready November 20, 1923

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# AUTOMOBILE BLUE BOOKS, Inc.

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# IMPORTANT RECENT BIOGRAPHIES

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\$5.00

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By **MAUD HOWE ELLIOTT**

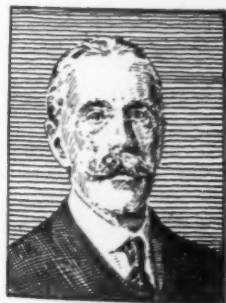
*Don C. Seitz in The New York World* says: "Three Generations' is, as might well be expected from Mrs. Julia Ward Howe's gifted daughter, a book of unusual interest . . . Mrs. Elliott lived in Rome and had acquaintance with Italian royalty as well as the literary, artistic and diplomatic circles of the day. . . . Truly, Mrs. Elliott describes three remarkable generations."

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## MY MISSION TO RUSSIA AND OTHER DIPLOMATIC MEMORIES

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Dr. Maurice Francis Egan in *The New York Herald* says: "This is an unusually interesting and satisfactory book. Few diplomatists have had a more varied experience than Sir George Buchanan, and no diplomatist has written more agreeably and lucidly about his experiences."

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Boston - LITTLE, BROWN & COMPANY - Publishers

# WHAT'S WRONG WITH THE MOVIES?

By Tamar Lane

## The Sensation of the Season

A daring exposé of the shams, hypocrisies and artificialities of the motion picture industry, telling for the first time just What's What and Who's Who in the film.

## Outselling the Best Sellers

Paul Gangelin in the *Los Angeles Record* says: "Tamar Lane has done a bold thing in giving the film industry its first book of criticisms. He names and points an unabashed finger—a fellow who thinks for himself and makes the ears of the beau monde of Hollywood ring."

Harriette Underhill in the *New York Tribune*: "It is difficult to lay this book aside. To our way of thinking the most interesting volume that has yet been written about the infant industry. Read it!"

Francis Agnew in the *New York Telegraph*: "This frank book contains much food for thought and discussion. It is creating more than a sensation, and certainly stresses many of the industry's shortcomings."

The *Boston Post*: "The book is extremely interesting because it gives for the first time the real inside opinion on the movies."

Albert Dorris in the *Hollywood News*: "A most unusual and surprising volume. If censorship existed on books as on films, Tamar Lane would go to jail for life and be shot at sunrise every morning for good measure."

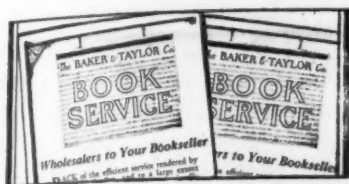
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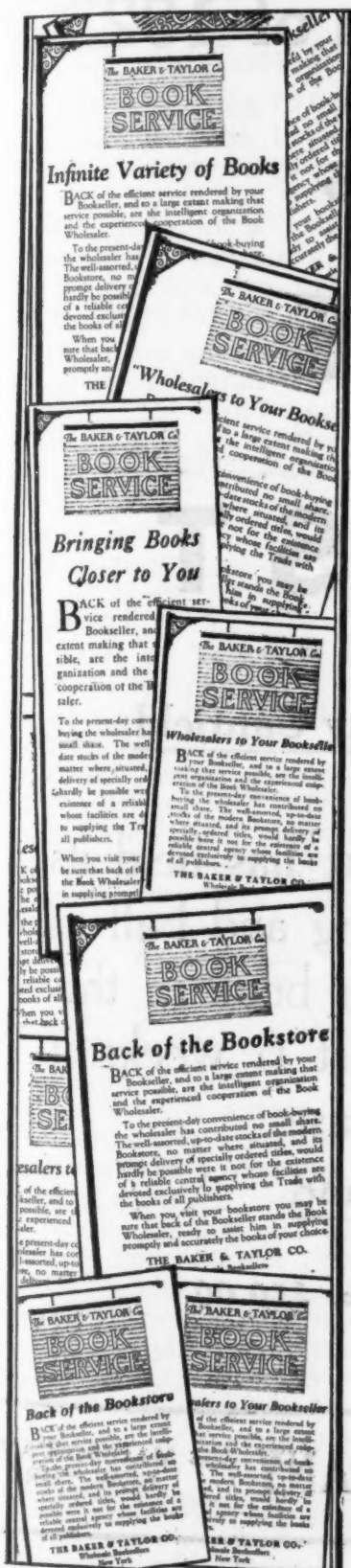
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LOS ANGELES**





## An Announcement

# How we will advertise the Bookstore's service to the Bookbuying Public—



- to create a better general understanding of some of the problems of Book distribution
- to increase public confidence in the retail Bookstore's service and facilities
- to advertise the greater convenience of Book-buying owing to the many new outlets established
- to encourage the habit of buying books in the Book-shop
- to explain the functions and importance of the Book Wholesaler

THESE are the keynotes of a national advertising campaign which we shall launch in leading literary periodicals in December.

IT will be a campaign strictly educational in character, aiming only at such indirect benefits as result from fuller knowledge and mutual understanding.

YET we believe these benefits will have real significance and a value not to be measured in dollars and cents.

THE advertisements will reach three-fourths of a million people in all sections of the United States. Some of them will be *your* customers, and you can reap the full benefit of the advertising by supplementing it with further information when you receive inquiries about it.

WE will furnish this information in convenient booklet form for handing to customers. *Write for this and for complete details of the campaign.*

Look for the Advertisements reproduced in the panel to the left in the December and succeeding issues of "New York Times Book Review," "International Book Review," "Bookman," "Atlantic Monthly" and "Literary Review."

## THE BAKER & TAYLOR CO.

Wholesale Booksellers

354 Fourth Avenue, New York



**The Great Book**  
for the  
**Christmas Season of 1923**

**Papini's**  
**LIFE**  
**OF**  
**CHRIST**

*Translated by Dorothy Canfield*

Published April 23rd, it has held its position during the Spring and Fall as the best-selling non-fiction book in this country. During the last 6 weeks it has shown a steady increase.

**115th Thousand**

*Cloth, \$3.50—Morocco, \$10.00*

**HARCOURT, BRACE & COMPANY** 383 MADISON AVENUE  
NEW YORK

## The Publishers' Weekly

THE AMERICAN BOOK TRADE JOURNAL  
Founded by F. Leyboldt

November 24, 1923

*"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.*

### Sale of Conrad Manuscripts

THE sale of the Conrad manuscripts in Part I of the Quinn library at the Anderson Galleries is quite likely to be the big sensation of the season in this country. Everybody seems to have been taken by surprise. All agree that the prices were very high and that they were a great compliment to Joseph Conrad.

But the prices are not wholly explained by the popularity of Conrad. Collectors did not pay \$8,100 for the manuscript of "Victory," \$6,900 for that of "Under Western Eyes," and \$6,600 for "Chance" just to please their author. The truth is that fine manuscripts of authors popular with collectors have been very much in demand for several years, and apparently the demand is growing.

In recent years we have seen some remarkable auction records. The first story of Rudyard Kipling's "Jungle Book," twelve pages folio, sold for \$4,000; Mark Twain's "More Tramps Abroad," 1,764 pages, \$4,500; Charles Lamb's "Dissertation on Roast Pig," five folio pages, \$12,600, and Percy Bysshe Shelley's poem, "Julian and Maddalo," twenty-seven 32mo. pages, \$16,250. It was a knowledge of these prices and the trend in the taste and demand of rich collectors that made Mitchell Kennerley so sure that the Conrad manuscripts would bring very high prices.

Conrad is popular, there is no doubt about that; but there is a very active demand for fine manuscripts. When the right manuscripts of popular authors get into the auction room they attract wide attention. Keen competition results in sensational prices. This in turn attracts similar material into the market. In consequence we are likely to see many fine autograph letters and choice manuscripts offered for sale in the near future. But the supply is not at all likely to equal the demand. When long purses struggle for the possession of prizes very limited in number we are likely to get more surprises as a result.

### Yeats Wins Nobel Prize in Literature

WILLIAM BUTLER YEATS, the Irish poet and playwright, has been awarded the 1923 Nobel Prize for Literature. He is a leader of the new Irish nationalistic school. Yeats in his plays, poems, sketches, and essays has drawn widely upon his intimate knowledge of Irish legend and life and thus he has created work of great originality, vitality, and charm.

Both in the theatrical and political field Yeats has a wide influence in Ireland. He is foremost in the literary theater movement and a member of the new Irish Free State Senate.

### Two Boston Censorship Cases

THE case against Helen V. Brooks, the Boston bookseller, for selling a copy of "Impromptu," by Elliot Paul, was before the court on November 15. The Boston Booksellers' Committee supported the defendant, and the book had not been adversely reported on by the Watch and Ward Society, which usually carries criminal proceedings in Massachusetts cases.

The judge said that, on the evidence in hand, he would be obliged to hand down a decision of guilty, but he accepted the plea for a postponement until a detailed brief could be filed, and the case will now come up on January 14.

The Watch and Ward Society is proceeding against other books, and several complaints against current novels which have not been questioned in other parts of the country have been filed, and the booksellers have accepted the suggestion that they need not be sold.

Justice David Lourie of the Boston Municipal Criminal Court has set December 17th as the date of trial of the case against the Modern Book Store, 4 Leverett Street, Boston. It is expected that the Justice will have read the three books under fire by the time of that session. The case will be prosecuted by the Watch and Ward Society of Boston.

Morris Honigbaum, proprietor of the store, has been arrested on five counts, two counts for selling "Simon Called Peter" and "Gargoyles," and the other three for having in stock at the time of police investigation the above two books and also "A Young Girl's Diary." George E. Roewer, Jr., is attorney for the defendant.



## A Censorship Case in London

THE New York *Tribune* of November 4th printed a cable from Mrs. Cecil Chesterton describing the general interest in the London book world in a court case brought up because of the publication in the *Sporting Times* of a review of Sherwood Anderson's "Many Marriages." This book has been for sale for some months in London and has been reviewed in leading literary papers earlier in the season. Witnesses for the defense will include George Moore, Professor Robert Russell, J. C. Squire, George Saintsbury, Edmund Gosse and John Middleton Murry.

The editor is charged with printing quotations from the book that infringe the law. The book can be bought at any bookstall or bookshop in England, and the police have not objected to this but simply questioned the use of quotations in the review. The substance of the review was "Sherwood Anderson makes too much pother about simple nudity," and Mr. McQuilland quoted to prove his point. The case comes up before a magistrate at the Guild Hall.

## Movie Censorship at Next Legislature

LAST year the repeal of the motion picture censorship failed to pass the New York State Legislature by one vote. It was felt at that time that the measure would have passed had not Governor Smith introduced the element of party politics. This year the motion picture industry feels confident that its effort will be successful. However, it is not risking over-confidence. The leaders of the industry are co-operating to put thru the bill which will be introduced during the first week of the new session. It is conceded that the passage of the bill in the Senate is assured, but the presence of many new members in the lower House makes it very difficult to draw any very useful conclusions as to the fate of the bill there.

## The Sensuous Headlines

THE current advertising for the subscription set of Wells's "Outline of History" begins:

"AKHN-ATON WAS HUMAN

"He was sovereign lord of a mighty realm. And yet—he was just a man, young, eager for happiness. He loved his beautiful wife passionately."

The picture accompanying the headline tries to indicate the appeal of this Egyptian princess. Other headlines in the series of the *Review of Reviews* advertisements have laid the same emphasis until one would almost believe that the "Outline of History" was a history of marriage. One cannot but wonder whether the data the publishers have on the results of each advertisement indicates that this appeal is the one which sells Wells's "Outline" better than any other. If such is the case, it is rather sad. One might even expect that a dictionary campaign would now be put on by selecting certain words scattered thruout the book which, placed at the head of the advertisements, would indicate that the dictionary was, on the whole, a rather sensuous collection of words.

## Thrift Week in January

NATIONAL Thrift Week begins always on Franklin's birthday, the 17th of January, this year falling on the third Thursday. Among the many plans developing to put forward the thrift program is an emphasis on the circulation of the best books on thrift, and the organization is planning to get out a list of the best books in the field and has already issued some of the titles. Three books have been definitely selected:

"How to Get Ahead," by Albert W. Atwood (Bobbs-Merrill).

"Bostwick's Budget," by Henry Payson Dowst (Bobbs-Merrill).

"How to Live on Twenty-four Hours a Day," by Arnold Bennett (Doran).

Several others, such as the following, have been suggested:

"The Art of Saving," by Harvey A. Blodgett (H. Blodgett Co., 856 Fairmount Ave., St. Paul, Minn.).

"Spending the Family Income," by S. Agnes Donham (Little, Brown).

"Adventures in Thrift," by Anna Steese Richardson (Bobbs-Merrill).

"Stories of Thrift for Young Americans," by Myron T. Prichard and Grace A. Tarkington (Scribner).

"How Boys and Girls Can Earn Money," by C. C. Bowsfield (Forbes).

"The Book of Thrift," by T. D. MacGregor (Funk-Wagnalls).

"Labor's Money" by Richard Boeckel (Harcourt).

## Children's Books of a Century Ago

By Margaret Donnan

CHILDREN'S Book Week reminds me of an amusing experience I had a few weeks ago when I was giving a book talk in Noblesville, Indiana. I had been telling the ladies about some interesting old chapbooks I found in the Chelsea Book Club in London this summer. Very nice, old-smelling things they were, nearly all of them containing stories for children and all fully illustrated with quaint old woodcuts. The stories were all highly moral, the morals thrust down the throat of the reader in a fashion which, it seemed to

me, children today would not like. I thought they were too spoiled by delicious things like Dr. Dolittle and by lovely Willy Pogany illustrations. There was the tale of Dick Whittington and his cat, another about Lucy Supine and her brother who both came to bad ends because they were so slothful. Brother died in poverty and misery in jail and Lucy was thrown from her horse and had her brains dashed out. But it was hard to see just how the bad ends were related to the sins that were being preached against.

The most amusing one of all was the story of little Peter Pippin. You heard how little Peter lived in a little hut at the foot of a hill with his parents and how he was such a good boy that everybody in the country round knew about him. He always did just what he was told, and always did it with a cheerful countenance and no frowns and he never, never told a fib. One day he came in to his father very happy because he had met Miss Kitty Kindness who gave him a penny. He wanted to buy a book with it and so the father, who had to work very hard to get any pennies, gave Peter five more which he had saved up and Peter, who had never been to the town before, ran straight off to it and found the

bookstore at once and bought "The Ladder to Learning." Then you see a picture of little Peter, he was not six years old, sitting

under a tree in a field reading his book and tending Farmer Giles' cattle, and you learn that he both read his book carefully and watched the cattle so well that one of them got into the corn. Well, one day he was walking along the road and was crying because he had read his book so often he knew it all by heart and he wanted a new one. Along came Lady Bountiful and asked him why he cried. He



VIRTUOUS TOMMY GIVES NAUGHTY HARRY SOME GOOD ADVICE. FROM FENNING'S "THE UNIVERSAL SPELLING BOOK"

didn't like to tell her, of course, but he could not tell a fib and so he said it was because he wanted so badly something else to read. Then she promised to send him to school so that he could read all he wanted to. She asked him if he was good little Peter Pippin whom everybody knew about.

In another picture you see Peter and his father walking along the road on the way to the school which was twenty miles off. Soon they passed an elegant gentleman in a coach who was taking his two sons to the same school, kept by Mr. Teachum. The gentleman offered to take Peter in. Then the two sons spoke up and said it was a fine school they were going to because you got apple pie twice a week there. Whereupon father asked them how to spell apple pie. One said "pye," and the father said, "Wrong." Then the other said, "pei" and the father said, "Wrong" and added that neither of them could have any more pie till they learned how to spell it. Of course, when Peter was asked, he got it right at once.

When they got to the school, Peter soon became a great favorite because he always gave the other boys such good advice and helped them out of their troubles. At last the good boys elected him their king. They



took up a collection and bought him a little cap, in which they stuck some long feathers and around which they wrote, "Peter Pip-pin, King of All the Good Boys." Then the stories go on to tell various good things which Peter did in the school.

One day when the boys were out playing in the graveyard and Peter was sitting on a tombstone reading Mrs. Winslow's Lectures, the school bell rang. Away he ran and all the other good boys, too, to see who could get to the school first. But the bad boys went right on with their play and didn't hear the bell at all. Some of them began soon to hunt bird's eggs and one very bad boy climbed up to steal a robin's eggs, tho Harry Harmless, who wasn't quite so bad as the others, tried to make him stop and reminded him that it was the robins who covered up the babes in the wood when they were lost. Just when the bad boy was out on the end of the branch the limb broke and down he fell into the water and was drowned. And his parents both died of broken hearts soon after—all because he was so bad.

The other boys got tired after a while and lay down to sleep, but were awakened by the loud roaring of tigers, lions and wolves—it seemed not to occur to the author that it was bad education to introduce into a peaceful English countryside, tropical wild animals. Then Harry Harmless suggested they all say their prayers to save themselves, but not a single boy but Harry knew a single prayer and so the wild animals ate them up—all but Harry who kneeled at a safe distance from the others. Because he could pray, the tigers and wolves came and licked his cheek and soon a lovely little white horse appeared from nowhere and carried him safely back to school. The parents of all the other boys were miserable the rest of their lives—all except those who died at once.

The story goes on to tell, of course, how Peter eventually got a job with a rich merchant and after all sorts of adventures in strange lands came back home and was rich and prosperous and honored the rest of his life. His good fortune really was all due, as the story makes clear, to his spending his pennies on food for his mind and not on apples and gingerbread, food for his stomach, as most boys do.

Well, as I started to say, I was telling this story to the class as an example of what these old chap book tales were like. In the audience was a little boy about five years old who had come with his mother because she had no one to leave him with. He had sat perfectly still in a sort of dream during

the twenty minutes I had been talking before I came to the story but no sooner had I said a dozen words of the story than he sat up straight, moved to the edge of his chair and listened with perfect absorption till the story was over. His awakening and his interest were so apparent that everybody was watching him. The joke, of course, was on me. There we had living evidence that this tale I had thought amusingly out of date was still absorbing to a boy of five.

This particular lot of chapbooks has had an interesting history. They were originally published sometime between 1797 and 1837 by a man who died without making a will so that his estate went into Chancery, where it languished, Jarndyce and Jarndyce fashion, for some forty years. Then the stock was sold to another publisher who before long went into bankruptcy, so that it had to be taken over by an Official Receiver, who sold it to a waste paper merchant. Half a hundred-weight of the chapbooks were recovered from the waste paper man about 1870 and a few of them at last came into the possession of the Chelsea Book Club where I got them.

### Friends of Reading Convene

**A** TWO days' program was developed at Emporia, Kansas, for the first convocation of the Kansas Friends of Reading, held on November 16 and 17.

On Friday afternoon, there was a Children's Book Week tea served by the Kellogg Library staff, with informal talk about children's books and many of the most beautiful examples on display.

In the evening, William Jefferson starred in the play of "Lightnin'."

Saturday was a day of most important sessions, and there was included an address by William Allen White on "The Fine Art of Making a Living by Writing." The morning sessions were given over to a series of informal discussions, "Around the World in Books," "Biography," "Poetry and Drama for the Weary World," and "Fiction Then and Now." After Mr. White's speech in the afternoon, there was further discussion on "Young People's Reading in These Times."

The organization now has a large membership from every part of the state, and its development is due to the practical foresight and energy of W. H. Kerr, who is librarian of the State Teachers' College at Emporia.



# Bringing Books To Guilford

By Andrew Millar

## CHAPTER III

### Turnover and Stock Taking

PAUL had arranged to meet Mr. Kirkland just at the closing hour, and the bookseller had promised to devote a half hour to discussing some of the essentials of success in business in general and bookselling in particular. Paul made it a point to arrive promptly, neither too soon nor too late, and he found Mr. Kirkland ready for him.

"The question of turnover is going to be the most difficult one you will have to face," he said, "and I venture to say that more merchants have gone on the rocks on that proposition than on any other. Perhaps you don't know what turnover is?"

Paul confessed a little haziness on the subject.

"Don't be ashamed of it," said Mr. Kirkland. "A lot of merchants don't know much about it either, and many others don't seem to pay much attention to it. Turnover refers to the number of times you sell your entire stock in a year, not every item, perhaps, but the total value of your stock. For example, you pay five thousand dollars for your stock. You find by your mark-up that you are going to sell it for seven thousand five hundred. Your sales are fifteen thousand. Your turnover has been twice. That is where a lot of people make a big mistake. They say, 'Bought the goods for five thousand, sales fifteen thousand, turnover three times.' You must compare retail with retail to get the result. One thing to remember in this business is that there is very little of the process which in other lines is termed 'mark-up.' In our business the publisher sets the retail price

and grants a discount from it. In many lines the manufacturer sets a wholesale price only, and the retailer determines his own selling price, governed by the average mark-up he finds necessary to operate profitably, qualified, of course, by competitive conditions. Your retail price as far as books go will be largely pre-determined. The same condition does not so generally obtain in stationery. Your option will be exercised more in buying, therefore. Here two possible courses will lie open to you:

you can buy fewer items and buy them in larger quantities; or you can buy more items and buy them in smaller quantities. Trying to do both would swamp you in no time. Now which should you do?"

"I suppose I get a better price by buying larger quantities of fewer items, don't I?" asked Paul.

"You do," said Kirkland. "That is the funny thing in our business. You can buy one hundred copies of one book cheaper than you can buy one copy each of a hundred books. Ours is

the only business I know of where the best selling merchandise can be bought cheaper than the slow selling merchandise."

"How do you mean?" asked Paul.

"Here is a book by Gene Stratton-Porter," explained Mr. Kirkland. "It will be a cinch to sell a hundred—several hundred probably. Now here is a book by an entirely unknown author. Maybe I can sell five copies—with more effort. Yet these books cost me eight cents apiece more than the others."

"Why not always buy the others?" asked Paul, "the kind that sell easily?"

Mr. Kirkland smiled at Paul's naïve viewpoint.

"We must remember that Gene Stratton-

### The Story So Far

*Paul Traynor, equipped with a legacy of five thousand dollars, youth, a good education, a great deal of enthusiasm and his father's reluctant approval, decides to start a bookstore.*

*Feminine intuition in the guise of a fellow student at his high school leads him to choose the little city of Guilford for his adventure.*

*Paul is guided thru the beginner's earliest stages by Mr. Kirkland, for whom he has worked in his vacations while at high school.*

Porter was a new author once, too," he explained. "And unless we give the new authors a chance we would soon run short of headliners, for the public tires of its favorites, and they die off. New authors must constantly be developed."

"I should think it would pay me," said Paul, "to stick to a few items and buy them in larger quantities."

"That might seem to be so," said Mr. Kirkland, "but you cannot tell until you have made a very thoro analysis of your business and of your field. If you find that your customers rely upon your judgment and that it is your recommendation that sells books you will be able to do as you say—restrict your stock to certain items and buy these in a little larger quantity—tho you must be very careful. If you find, however, that you have calls for a wide variety of books and that you are losing many sales thru failing to carry a more comprehensive stock, you will have to sacrifice quantity to variety. It is well to remember that however large your stock you will have calls that you cannot fill. Even the very largest bookstores cannot fill every demand. The question then becomes one of special ordering. If you find that a large percentage of customers are willing to place orders for the books not in stock, it may not pay you to enlarge your stock unless you have good evidence that such books would surely prove saleable if carried. Your most difficult job is going to be to strike a balance between your stock and the demand for it. It is easy to do a business that, based on sales and expense, seems to show an excellent profit and yet which strikes the shoals because of an accumulation of stock."

"The books which are sold in such a case are sold at a profit, but the unsold books cause a loss which much more than offsets this. My advice would be to keep your stock down at first. Have too little rather than too much. Survey the character of the demands made upon you. Develop slowly but surely in accord with what such a survey teaches you. You will get a great deal of advice from those who have no grounds for offering it. Put in a line of this or of that, and your fortune will be made, according to these self-chosen critics always ready to give a young fellow a helping hand. Their intentions are good, but if you follow such advice, you will quickly have a stock that will reach from here to the river."

As the river was a full half mile from Mr. Kirkland's place of business, this did, indeed, sound like a very exaggerated, p. e-

diction. Mr. Kirkland had, however, uttered it with every appearance of sincerity.

"Of course," Mr. Kirkland went on, "all this is like the advice the doctor gave to the old negro. After examining the colored man, the doctor gave him some specific instructions and then stated that his fee would be two dollars. 'What fer?' demanded the negro. 'For advice,' said the doctor. 'I ain't goin' to follow it,' said the negro, shuffling toward the door.

"So you can follow my advice or not, my boy, just as you see fit."

"Oh, I know it's good advice," said Paul with grateful enthusiasm, "and, of course, I'm going to follow it. I only hope I can remember all the good things you've told me to do. I want to thank you a thousand times for all your trouble."

"It hasn't been any trouble, my boy. I had my eye on you when you've been working for me and I think you've got enough ambition to get you somewhere." Mr. Kirkland looked at his watch.

"I have just about five more minutes," he observed, "if I am to get home in time to avoid Mrs. Kirkland's righteous wrath. I'll use it just to give you a few pointers that may be a big help. Don't get any false ideas of dignity. It won't hurt you any to sweep your own walk and it will probably be a long time before you can afford to pay anyone to do it. Never let a day pass without getting the old duster busy. More sales have been lost thru stock being soiled and unattractive than in any other known way. You know as well as I do that theory here, and it has helped us get a reputation for a well kept stock. Lots of booksellers put books on the bargain counters not because they are not saleable, but because they have been permitted to become unsightly and cannot be sold at full price. Don't be afraid to work after hours. You are young and very strong and it won't hurt you. You can get your stock arranged much better if you can work without interruptions. Above all things, and I speak advisedly, watch out for the small city loafer who will drop in and take up your time by the hour—if you let him. Handle him diplomatically, if possible, but if not, tell him frankly that you have a business on your hands that requires all your time and energy. It won't be easy to do this, but it may become necessary."

Mr. Kirkland glanced at his watch once more.

"Time's up, my boy," he said. "Best of luck, but if the odds are too much for you,



come back here and try bookselling with me until you've had more experience." Paul thanked Mr. Kirkland and promised to work for him if he ever decided

to try bookselling except on his own account. Nevertheless, Paul had all of youth's confidence that this was not destined to be necessary.

## The German Book Crisis and Its International Aspect

A Series of Three Articles By Theodore Wesley Koch

Librarian of Northwestern University

### PART II

#### Historical Retrospect

THE Official Report of the Executive Committee of the Börsenverein der Deutschen Buchhändler, dated May 14, 1922, is a most exhaustive study of conditions in the German book-trade at that time. Of course, even then the fluctuation of the German mark was the point of departure for the discussion of the whole chain of difficulties. This fluctuation destroyed all basis of calculation on the part of the publishers, invalidated the hoped-for elimination of the retailers "price addition" due to increased cost of doing business. During the previous twelve months there had been but little concerted action in the fixing of prices by the book-trade. It was based more upon consideration of the purchasing power of the customer than upon sound business principles. Inasmuch as the wares do not find their way directly from the producer to the consumer, there is a special complication in the book-trade during times of fluctuation of money values. If a bookseller sells a book today and is not paid until several months later when the money rate may be entirely different, he is decidedly taking chances.

When money values have been constantly declining it is difficult for the publisher to replace the books that have been sold. A system of price fixing which takes into consideration only the actual cost and loses sight of the replacement cost of the thing sold and does not allow a premium for the risk taken leads to an unsettled market.

The necessity of maintaining the basis of an industry will under such conditions cause a sudden and very noticeable rise of prices, which may have the appearance of willfulness and will affect most severely the steady purchaser of books. This may be most disastrous, especially at a time of generally decreasing demands. The extremes of purchasers' strikes and the practice of hoard-

ing, to which present day Germany is accustomed, have been felt by the book-trade for several years. Sound business principles must not be ignored in the disposal of even the most highly valued intellectual productions for even tho the writing of a book is the product of mental effort, the manufacturing and marketing of it are subject to economic laws and must be affected by financial conditions.

#### Professional Journals

With the lowering of production of German books, there came naturally a falling off in the number of serious periodicals. The cessation of certain scientific journals has caused much concern thruout the scientific world. The literary influence which began in the eighteenth century with Wieland's *Deutscher Merkur* had been spread thru innumerable periodicals emanating from various German centers. Excepting for the period of 1848-71, the influence of German periodical publications was constantly on the increase. The serious German book shared its power with the more flexible periodical in which could be given from week to week and month to month the results of research, the opinions of leaders in various lines, and the discussion of current topics. The periodical came to have the position of first rank in such fields as chemistry and medicine, for in its pages were to be found the original documents, the *ipsissima verba* of the investigators rather than the diluted or condensed accounts published later in book form. It is to the original account in periodical form that recourse must most frequently be had. Here is found real source material of primary importance.

The period before the World War was an era of promotion. Many new periodicals were established, some more showy than substantial; others were on the minutest



subdivisions of highly specialized fields. In 1911 when Harnack was appointed director of the great Berlin Library, he complained that the library budget was so loaded down with a huge list of periodicals that the total cost of subscriptions was twice as much as that allowed for books. Since the war many of the weaker periodicals have given up the struggle for existence, and there has been a noticeable decrease in the size and frequency of appearance of others. This may be no real loss in some cases, but in others it is to be regretted, for it limits the exchange of thought in the field covered. As the space is more narrowly limited it is all the more difficult for the newer and younger contributors to get a hearing. The editors can print only digests and abstracts, rather than the completed studies.

One of the chief aims of the Emergency Association is to aid the serious periodical. It has provided in this period of storm and stress an understanding of certain economic fundamentals not possessed by all scholars, nor by all publishers of periodicals. It recognizes the necessity of keeping certain periodicals going, even tho curtailed in size and frequency of appearance, simply as a channel of inter-communication between German scholars themselves and of communion with the outside world. Where certain periodicals have ceased publication, valuable relations have been severed. In 1922 the *Zeitschrift für Christliche Kunst*, after an existence of 34 years, joined the ranks of the departed. With it went many cherished traditions. This is but one of many illustrations of breaking ties with the cultural past which might be cited. There is a weakening all along the tenuous line which holds the Germany of today to the Germany of the past.

But few people in Germany can afford to subscribe to periodicals. Consequently the publisher has raised his price to foreign subscribers. He tries to get from abroad the money that he used to be able to count on from Germany. One highly specialized journal which formerly had 450 subscribers now has only 75. The publisher, therefore, has had to raise the price from \$8.00 to \$24.00, but his total receipts from subscriptions have at the same time dropped from \$3600.00 to \$1800.00.

Scientific journals do not ordinarily repay the publisher for the amount of time and money expended on them. Most of them can only be published by means of a subvention. They are, however, a source of justifiable pride and prestige. The publisher who has issued a periodical for a long time is loath to give it up. The main advantage

accruing to him is the contact it brings with authors and subscribers, but he must charge much of the cost of carrying the periodicals to his overhead expense account.

One American university library which has made a comparison of prices of one hundred different German journals subscribed for in 1914 and 1923, reports that the total amount spent for these one hundred journals was about the same in 1923 as in 1914. The higher priced journals are mostly scientific and mathematical journals, while the lower priced journals are the historical and philosophical.

### The Emergency Association

As the result of a meeting held November 23, 1920, in the Great Hall of the German Reichstag, there was formed the *Notgemeinschaft der deutschen Wissenschaft* (German Science Emergency Association). To this organization was entrusted the task of administering funds pledged to the support of scientific research in Germany. By this means not only research institutes, but also libraries, laboratories and training schools were kept going. But the catastrophic decline of the German mark which set in during the summer of 1922 had most disastrous effects on German scientific work.

The Emergency Association undertook the subvention of certain very important scientific journals. Experts in various fields decided upon the relative importance of the periodicals in their field. The practical details in connection with the publication of the journals selected and the assurance of the continuation of their appearance, as well as the practical distribution of the subventions were attended to by a committee whose membership included three publishers' selling agents. Great credit must be given to the work of the Emergency Association which has helped tide over a certain number of highly essential technical publications.

In Munich a plan was evolved by the publishers and book printers, with the assistance of the German Science Emergency Association, to use the unemployed of the German book-trade for emergency work. This emergency work was to consist of re-issues and new editions of such books as were needed by scientists. The work was to be assisted by the Bureau for the Productive Care of Unemployed, by furnishing funds by which the wages of men engaged in this emergency work would be wholly or partly paid. It was agreed by the representatives of the *Börsenverein*, the German Science Emergency Association, the Wage Bureau of the German printers

November 24, 1923

and the Department of the Interior concerning itself with the unemployment problem, that insofar as unemployed received employment for printing which was either actually or theoretically supported by the Emergency Association, funds would be contributed towards this work by the Bureau for the Productive Care of Unemployed. It was hoped that this method which in individual cases had proved very successful, would, with the assistance of the Emergency Association, enable the publishers to bring out many important works; but it proved ineffectual.

### The Retail Book-Trade

The publishers were reluctant at first to increase retail prices of books, as tho they stood apart from the general economic conditions. As a result, the retail book-trade had too narrow a margin of profit, even tho the discount allowed to the retailer had been increased. As the publishers are governed in the fixing of prices by their production cost, so the retailer is dependent upon the cost of conducting the business. The curve representing the increased cost of the latter and the curve representing the increased cost of the former have not been running parallel. This disproportion becomes greater when more time is allowed to intervene between production and sale by the retailer. The retailer would find himself injured if his gross income should be forced to comply to the curve which does not represent conditions under which he is working and which may, moreover, be influenced by the depreciation of currency. The system which would have allowed the retailers to overcome the disproportion with an elastic price addition was reluctantly abandoned by the retailers at the conference of 1921. It had been the aim of this conference to form group agreements between publishers and retailers which would eliminate all price additions, bring about an increased discount for the retailer, but above all things, re-establish the uniform selling price. Agreements between groups were limited to scientific publications, altho attempts were made thruout the entire book-trade to come to some understanding. A small number of retailers took the position that the price addition system had been invalidated because of the numerous exceptions that had been made. Many an orderly retailer became the victim of cut-throat competition. Uncontrollable jobbers who had been unknown in former times now became a constant danger. A number of publishers favored maintaining the price addition and

enforcing it if necessary by refusing to sell to those who were in the habit of underselling the retailers. The majority of them, however, declined to accept the price addition in any form. They believed that the retailer would be able to maintain himself without the price addition and they in turn were willing to concede him an additional discount.

The publishers who favored the retailers' price addition were again split on the subject as to how it should become effective and what rules should be followed in setting it. This price addition depended upon the price of the book, the year of publication, the discount, the kind of book, the selling price and the market demand. The dissension in all the discussions held prevented unified action thru the Börsenverein. The enforcement of the retailers' price addition was considered possible only when the publishers sanctioned it or at least did not attempt to break it down. The general sentiment of the publishers was against it, and the Börsenverein was not in a position to infringe upon the right of the publishers to set the retail price. To enforce a price addition against the will of the publishers would have been an infringement upon their rights to regulate prices.

A bird's-eye view of the history of the book-trade shows that the demand for a dictatorship which was to bring order out of chaos had to be answered with reference to the limitations of the powers of the Börsenverein. While it must be admitted that the protection of the retailers' price addition was in many ways related to the regulations which had to be brought about in the discount system towards the end of the '70's, yet conditions are basically different, for at that time it was merely the question of enforcing the retail price and protecting the publishers from underbidding. At that time it meant the maintenance for the retailer of the gross profits which the publisher gave him; but today it means for the retailer an increase of his gross profits, a fact which is perhaps not sanctioned by the majority of publishers. The whole system was abandoned when prices were put on a gold basis since there was no longer any justification for *zuschläge* of any kind.

¶¶¶THE POPULARITY OF Mark Twain is steadily increasing, judging from the sales during the year October 1, 1922 to October 1, 1923. During that period the American public paid \$1,493,702 for Mark Twain's books.



## AMERICAN FIRST EDITIONS

A Series of Bibliographic Check-Lists\*

Edited by Merle Johnson and Frederick M. Hopkins

Number 53

ERNEST THOMPSON SETON 1860—

(ERNEST SETON-THOMPSON to 1903)

*Ernest Seton**Ernest Seton-Thompson*

Compiled by Merle Johnson

**S**ETON was born in Canada, but has for many years lived in the United States. His work, like Gaul, is divided into three parts: observations of a naturalist, animal life-stories in fiction form, and boy and girl scout literature. All his work, however, has been with the single aim of popularizing nature study and using it to increase the individual's self-reliance.

**A LIST OF THE MAMMALS OF MANITOBA.** *Toronto, 1886.*

**BIRDS OF MANITOBA.**

(Date not verified—Ed.)

**STUDIES IN THE ART ANATOMY OF ANIMALS.** *New York, 1896.*

**WILD ANIMALS I HAVE KNOWN.** *New York, 1898.*

Page 265, last paragraph omits the words "The angel whispered 'don't go,'" which appear in subsequent editions.

**THE TRAIL OF THE SANDHILL STAG.** *New York, 1899.*

250 numbered copies on Japan.

**THE BIOGRAPHY OF A GRIZZLY.** *New York, 1900.*

**THE WILD ANIMAL PLAY FOR CHILDREN.** *Philadelphia, 1900.*

**LIVES OF THE HUNTED.** *New York, 1901.*

**PICTURES OF WILD ANIMALS.** *New York, 1901.*

**HOW TO PLAY INDIAN.** *Philadelphia, 1903.*

**TWO LITTLE SAVAGES.** *New York, 1903.*

**THE BIRCHBARK ROLL.** *Philadelphia, 1903.*

Published yearly until 1916 when it was expanded into the various "Woodcraft Manuals" which are also revised yearly.

**MONARCH, THE BIG BEAR.** *New York, 1904.*

**WOODMYTH AND FABLE.** *New York, 1905.*

**ANIMAL HEROES.** *New York, 1905.*

**THE NATURAL HISTORY OF THE TEN COMMANDMENTS.** *New York, 1907.*

**LIFE HISTORIES OF NORTHERN ANIMALS.** *New York, 1909.*

2 Vols.

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- THE BIOGRAPHY OF A SILVER FOX. *New York*, 1909.  
 BOY SCOUTS OF AMERICA. *New York*, 1910.  
 THE WAR DANCE AND THE FIREFLY DANCE. *New York*, 1910.  
 THE FORESTER'S MANUAL. *Garden City*, 1911.  
 ROLF IN THE WOODS. *Garden City*, 1911.  
 THE ARCTIC PRAIRIES. *New York*, 1911.  
 THE BOOK OF WOODCRAFT AND INDIAN LORE. *New York*, 1912.  
 WILD ANIMALS AT HOME. *Garden City*, 1913.  
 WOODCRAFT GIRLS, WOODCRAFT BOYS. *New York*, [1915].  
 WOODCRAFT MANUAL FOR BOYS. *Garden City*, 1916.  
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 WILD ANIMAL WAYS. *Garden City*, 1916.  
 THE PREACHER OF CEDAR MOUNTAIN. *New York*, 1916.  
 SIGN TALK. *New York*, 1918.  
 WOODLAND TALES. *Garden City*, 1921.  
 BANNERTAIL. *New York*, 1922.  
 SMITHSONIAN ANNUAL REPORT FOR 1901. *Washington*, 1902.  
 Has "The National Zoo at Washington," by Thompson Seton.  
 CAMP CRAFT (Miller). *New York*, 1915.  
 Introduction by Thompson Seton.  
 MANITOBA HISTORICAL AND SCIENTIFIC SOCIETY TRANSACTIONS. *Winnipeg*, 1884.  
 Has "The Prairie Chicken," by Thompson Seton.  
 LOBO, RAG, AND VIXEN is a reprint from "Wild Animals I Have Known."  
 KRAG AND JOHNNY BEAR is a reprint from "Lives of the Hunted."

## Conrad Items at Record Prices

### Sale of the Quinn Collection of First Editions and Manuscripts

IT is safe to say that never, in two and a half centuries of book auction sales in England and America, did a session start with a more dramatic flourish than that at the dispersal of the Conrad collection in the Quinn library at the Anderson Galleries on the evening of November 13. There were not a few before the sale who did not share Mr. Kennerley's optimism, but when lot No. 1, the manuscript of "Almayer's Folly," was offered, started at \$1,000, quickly reached \$5,300, and was knocked down to Dr. Rosenbach, it was perfectly apparent to the large audience that there was a real entertainment before them, and there was constant evidence that they enjoyed it.

The 230 Conrad lots brought the surprising total of \$110,998, a record never equalled by any author whose books and manuscripts were sold during his own life time. The purchasers of manuscripts included Dr. Rosenbach, Gabriel Wells, James F. Drake, Brick Row Book Shop, Jerome D. Kern, Harry B. Smith of this city, and J. P. Horn & Co. of Philadelphia, and Walter M. Hill of Chicago. A selection of the most important first editions and manuscripts and the prices realized were the following:

"Almayer's Folly," 8vo., cloth, uncut, London, 1895, \$110.

"An Outcast of the Islands," 8vo., cloth, uncut, London, 1896, \$42.50.

"The Nigger of the 'Narcissus,'" 12mo., cloth, uncut, London, 1898, \$60.

"Tales of Unrest," 12mo., cloth, uncut, London, 1898, \$30.

"Lord Jim," 8vo., cloth, Edinburgh, 1900, \$26.

"The Inheritors," 8vo., cloth, uncut, New York, 1901, \$18. First American edition issued prior to the English edition.

"The Inheritors," 8vo., cloth, London, 1901, \$31. First English edition.

"Youth," 8vo., cloth, Edinburgh, 1902, \$27.

"Typhoon," 12mo., cloth, New York, 1902, \$52.50. A separate edition was not published in England until 1912.

"Romance," 8vo., cloth, London, 1903, \$40.

"Nostromo," 12mo., cloth, London, 1904, \$31.

"The Mirror of the Sea," 8vo., cloth, uncut, London, 1906, \$41.

"The Secret Agent," 8vo., cloth, uncut, London, 1907, \$27.

"The Point of Honor," 12mo., cloth, New York, 1908, \$13. First separate edition.

"Some Reminiscences," 8vo., cloth, uncut, London, 1912, \$27.50.

"Twixt Land and Sea," 8vo., cloth, London, 1912, \$102.50. Presentation copy.

"Chance," 8vo., cloth, New York, 1913, \$260. First American edition issued to secure copyright.

"Chance," 8vo., original cloth, uncut, London, n. d., \$32.50. With the inserted title page bearing the 1913 note on the reverse.

"Victory," 8vo., cloth, New York, 1915, \$32. Issued six months before the English edition.

"Victory," 8vo., cloth, London, 1915, \$200. Presentation copy.

"Victory," 8vo., cloth, London, 1915, \$32.

"The Shadow Line," 8vo., cloth, London, 1917, \$11.

"Autocracy and War," 12mo., original wrappers, London, 1919, \$57.50. One of 25 copies printed for T. J. Wise.

"Guy de Maupassant," 12mo., original wrappers, London, 1919, \$67.50. One of 25 copies printed for T. J. Wise.

"Henry James, an Appreciation," 12mo., original wrappers, London, 1919, \$82.50. One of 25 copies printed for T. J. Wise.

"The Lesson of the Collision," small 4to., London, 1919, \$100. One of 25 copies printed for Joseph Conrad.

"London River," 4to., original wrappers, uncut, London, 1919, \$75. One of 25 copies printed for Clement Shorter.

"My Return to Cracow," 12mo., original wrappers, London, 1919, \$55. One of 25 copies printed for T. J. Wise.

"The North Sea on the Eve of War," 12mo., original wrappers, London, 1919, \$77.50. One of 25 copies printed for T. J. Wise.

"One Day More," 8vo., boards, uncut, London, 1919, \$95. First published edition, one of 24 copies printed on Japan paper.

"The Polish Question," 4to., original wrappers, London, 1919, \$52.50. One of 25 copies printed for Clement Shorter.

"The Shock of War Through Germany to Cracow," 12mo., original wrappers, London, 1919, \$52.50. One of 25 copies printed for T. J. Wise.

"The Tale," 4to., original wrappers, London, 1919, \$95. One of 25 copies printed for Clement Shorter.

"Tales of the Sea," small 4to., original wrappers, London, 1919, \$87.50. One of 25 copies printed for Joseph Conrad.

"Some Aspects of the Admirable Inquiry Into the Loss of the Titanic," 12mo., wrappers, London, 1919, \$70. One of 25 copies printed for T. J. Wise.

"Some Reflexions Seamanlike and Otherwise on the Loss of the Titanic," 12mo., wrappers, uncut, London, 1919, \$55. One of 25 copies printed for T. J. Wise.

"Books," small 4to., original wrappers, London, 1920, \$92.50. Printed for the author.

"Prince Roman," small 4to., original wrappers, London, 1920, \$85. One of 25 copies printed for the author.

"The Rescue," 8vo., original limp cloth wrappers, London, 1920, \$240. First English edition, limited to 40 copies.

#### MANUSCRIPTS

"Almayer's Folly," 315 quarto pages, in morocco case, \$5,300.

"An Outcast of the Islands," 516 quarto pages, in case, \$4,100.

"The Nigger of the 'Narcissus,'" 194 pages, in case, \$4,500.

"The Return," 113 quarto pages, in case, \$1,600.

"Lord Jim," 362 quarto pages, in case, \$3,900.

"Youth," 43 quarto pages, in case, \$2,000.

"The End of the Tether," 146 quarto pages, in case, \$1,600.

"Typhoon," 191 quarto pages, in case, \$5,100.

"Falk," 247 folio pages, in case, \$3,100.

"Nostromo," 763 quarto pages, in case, \$4,700.

"The Inland Sea," 59 quarto pages, in case, \$2,000.

"The Secret Agent," 637 quarto and folio pages, in case, \$3,900.

"The Secret Sharer," 126 quarto pages, in case, \$2,400.

"Under Western Eyes," 1,351 quarto pages, in four cases, \$6,900.

"Chance," 1,252 quarto and folio pages, in cases, \$6,600.

"Victory," 1,139 folio pages, in cases, \$8,100.

Dr. Rosenbach bought the larger number of the more valuable manuscripts.

#### A Real Need

The publishers of "The Book of Etiquette" should issue a volume for restaurant patrons entitled, "What to Do Till the Waiter Comes."—*Life*.



# The Little Blue Book Shop

The Newest Extension of the Haldeman-Julius Enterprises

By Roberta Roy

**M**R. HALDEMAN-JULIUS, who has delighted to call himself the Henry Ford of literature, may, in view of his latest promotional activity, claim status as a Ford-Woolworth. The first of what he hopes will become an enormous chain of "Little Blue Book Shops" has been opened in Cincinnati, Ohio, and options (by the proprietors of the Cincinnati store) have been secured on the exclusive franchise to establish similar stores in a number of other cities.

Readers of the publisher's announcement of the plan know of the conditions and methods under which these Little Blue Book Shops will operate. The proprietors must start with an initial stock of 33,000 volumes—a cash purchase of \$1000 from the Haldeman-Julius Company—they must always carry the full list of the present 435 titles in the Pocket Series, altho the actual quantity of stock is optional. They agree to sell no books or magazines published by any company other than the Haldeman-Julius Company, altho toys, picture post cards, and other similar articles not competitive to the Haldeman-Julius publications may be carried.

The Company, on the other hand, guarantees them the exclusive dealership in a

territory of a given quarter-million people; and a permanent discount of 40% on all books purchased.

The question immediately arises in the mind of a casual observer "How can it be made to pay?" The gross profit on each book is 2c. and out of this must be paid rent and other overhead, as well as advertising. It would seem that a tremendous number of volumes would have to be sold to cover bare expenses before a cent of profit could be figured.

Breed and Tamey, of the Cincinnati shop, seem to have faith in the proposition. And a glance into their store at almost any hour of the day or evening would seem to furnish "a reason."

The shop is a small one, located on the south side of Sixth Street, between Walnut and Vine. Sixth Street does not carry the heaviest traffic of Cincinnati nor is it the most fashionable. It is, however, a well traveled thoroughfare, and quite near the center of the business district. A large number of street car lines pass the door, and Sixth Street is an artery connecting Vine and Walnut for many people who would perhaps not be shopping on Sixth Street itself. It is a good "night" street, perhaps a better locality to attract the class of people to whom 5c. classics appeal, than the more aristocratic Fourth Street, two blocks below.

The night population of that section of the city has considerable bearing on the success of The Little Blue Book Shop because nearly half of the store hours are after sundown. The shop is open from 11 a. m. to 11 p. m.; on Sundays from 3 p. m. to 11 p. m.

The shop is painted blue, inside and out. The entire ensemble of woodwork, wall-paper and bookcovers, is so blue, in fact, that it becomes a trifle monotonous. There is no question, however, about its effectiveness in attracting attention. A large blue sign projects across the pavement, visible a half-block distant, and "The University in Print" in large lettering on the front window compels the attention of street car passengers and pedestrians. Various other signs decorate the window, which is filled with pocket classics, cloth bound bargain books, and a number of toys and novelties. Outside, are two small racks of the classics.



## Every Nickel Brings Its Brothers

The only reason that we can afford to sell classics at five cents is that every sale makes several more. People come in, buy a few books and leave. A few days later they're back for more. It isn't the nickels — it's the nickels the nickels bring.

435 classics of literature at five cents each.

**The Little Blue Book Shop**

29 East Sixth Street.

Open 11 a. m.—11 p. m. Sundays 3 p. m.—11 p. m.

A PERSUASIVE NEWSPAPER AD.



to be handled by passersby if they wish. The display may be a little garish in its brilliant blues and the predominant yellows of the lettering, and somewhat over-lavish and ill arranged, but a crowd is usually elbowing before it to get a good look at the book titles, and so perhaps the purpose of all display windows has been attained.

The books within are arranged in small racks about the width of the books, and divided into small bins, each of which holds a quantity of a certain title. Favors, toys, and novelties are displayed on high shelves above these bins. A long table thru the middle of the somewhat narrow room holds cloth bound books, catalogs, etc.

The entire appearance of the room, while unique, is not yet as attractive as the proprietors hope to make it. There is considerable evidence of "makeshift" in arrangements; the fittings are cheap and perhaps temporary. But as one of the partners said, "We've been so busy in serving the trade and trying to keep an adequate stock on hand that we have had little time for anything else."

A rather intensive campaign in advertising has been carried on in the three weeks since the shop started. Announcement letters on Bookshop stationery of the prevalent blue were sent to a large number of addresses, and the daily papers have carried unique and attractive advertisements. A 2 x 10 ran the caption, "Is a good book worth a nickel to you?" and proceeded with the announcement of the opening of the shop and of the existence of 5c. classics to those who might not know of them. Subsequent advertisements usually 2 x 5 or 2 x 6 have been more out of the ordinary. "Every Nickel Brings Its Brothers" confides to the public the reason the shop can afford to sell classics at five cents each. "Dusting Off the Classics" suggests in a delicate way that what has hitherto been unread because of unwieldy, unattractive editions, is now available in cheap, convenient form. A startling quotation or incident from some particular classic has afforded variety in captions. "They Said the Price Wouldn't Last" refers to the original price of the "fit-the-pocket" series, 25c. a volume.

Messrs. Breed and Tamey have enthusiasm and high hopes for the venture, both in this city and in the Indianapolis, Columbus, Louisville, Atlantic City and other shops they expect to open. It will be interesting to watch what will be the permanent patronage of the Little Blue Book Shop by a city whose 5 and 10 cent stores, selling bargain sealing wax and curtain rods, are always crowded to suffocation.

## The October Bestsellers

NOTHING at all startling or unusual disturbed the bestseller list during October. Nearly all the changes were but slight shifts in position. Among the fiction titles there were a few changes in position, but none in titles for the first half dozen places. At the lower end of the list, "Flaming Youth," "Tetherstones," and "North of 36" were replaced by "The Lengthened Shadow," "Never the Twain Shall Meet," and "Sir John Dering."

In the non-fiction list there was but one change in title, "The Story of the Bible" replacing "A Man From Maine." Otherwise the titles are unchanged and there are only a few changes in position. Practically all the non-fiction titles have been included in the bestseller list for a long period and it would seem that the public demand has not yet approached the saturation point. The October list should be a very reliable indication of Christmas buying demand.

### FICTION

- 1 The Mine With the Iron Door. By Wright. *Appleton.*
- 2 The Alaskan. By Curwood. *Cosmopolitan.*
- 3 The White Flag. By Porter. *Doubleday.*
- 4 A Son at the Front. By Wharton. *Scribner.*
- 5 Doctor Nye. By Lincoln. *Appleton.*
- 6 A Lost Lady. By Cather. *Knopf.*
- 7 Fortune's Fool. By Sabatini. *Houghton.*
- 8 Bread. By Norris. *Dutton.*
- 9 The Lengthened Shadow. By Locke. *Dodd.*
- 10 Black Oxen. By Atherton. *Boni.*
- 11 Sir John Dering. By Farnol. *Little.*
- 12 Never the Twain Shall Meet. By Kyne. *Cosmopolitan.*

### NON-FICTION

- 1 The Life of Christ. By Papini. *Harcourt.*
- 2 Etiquette. By Post. *Funk.*
- 3 Diet and Health. By Peters. *Reilly.*
- 4 Americanization of Edwark Bok. By Bok. *Scribner.*
- 5 Boston Cooking School Book. By Farmer. *Little.*
- 6 Life and Letters of W. H. Page. By Hendrick. *Doubleday.*
- 7 The Mind in the Making. By Robinson. *Harper.*
- 8 Outline of History. By Wells. *Macmillan.*
- 9 The Dance of Life. By Ellis. *Houghton.*
- 10 Story of the Bible. By Van Loon. *Boni.*
- 11 Outline of Literature. By Drinkwater. *Putnam.*
- 12 Damaged Souls. By Bradford. *Houghton.*



## The Book and Its Film

Fortnightly News for Booksellers  
from the Motion Picture Field



### The Book Emphasized

REPEATEDLY the *Publishers' Weekly* has called attention to the lack of emphasis which the book and author have failed to receive in the advertisements and publicity of films based on books familiar to the whole public. One of the first instances of adequate attention being paid to this valuable consideration appears in an advertisement in the November 10 issue of *Moving Picture World*, the exhibitors' trade paper. Anna Katharine Green's "The Leavenworth Case" was first published in 1878 and has since that time maintained its position as one of the most popular mystery stories. The Vitagraph Company, the distributor of the film, in its advertisement of the picture focuses attention on the fact that the book has been read by ten million Americans, was written by Anna Katharine Green, has had a continuous sale for over twenty-five years, and has been published in all modern languages. These facts are not hidden away in small type in an obscure corner but forcibly presented in large type.

Despite the long popularity of "The Leavenworth Case" it is doubtful whether the story is as vividly before the public mind as many of the more recent novels which are being dramatised. But in the advertisements of practically all these films the author and book connection is almost entirely neglected. And yet very large sums have been paid for the picture rights. More author and book emphasis must be had if the producers desire to utilize that for which they pay so much.

### The Bankers' View of the Movies

RICHARD W. SAUNDERS, comptroller of the Famous Players-Lasky Corporation and formerly cashier of the National Bank of Commerce in New York, wrote for the September *Journal of the American Bankers Association* an article on the "Motion Picture Industry From A Banker's Standpoint." The article, which

has been reprinted in booklet form, reveals a host of interesting facts about the industry and outlines the problems which face it. Among the subjects covered are, the acquisition of rights, public criticism, cost of distribution, censorship, depreciation of cost, dangers of the unusually expensive film, and average cost. The purpose of the article is to prove the necessity of closer cooperation among producers, distributors, exhibitors, and bankers. And from this view an interesting and more complete conception of the whole industry may be gained.

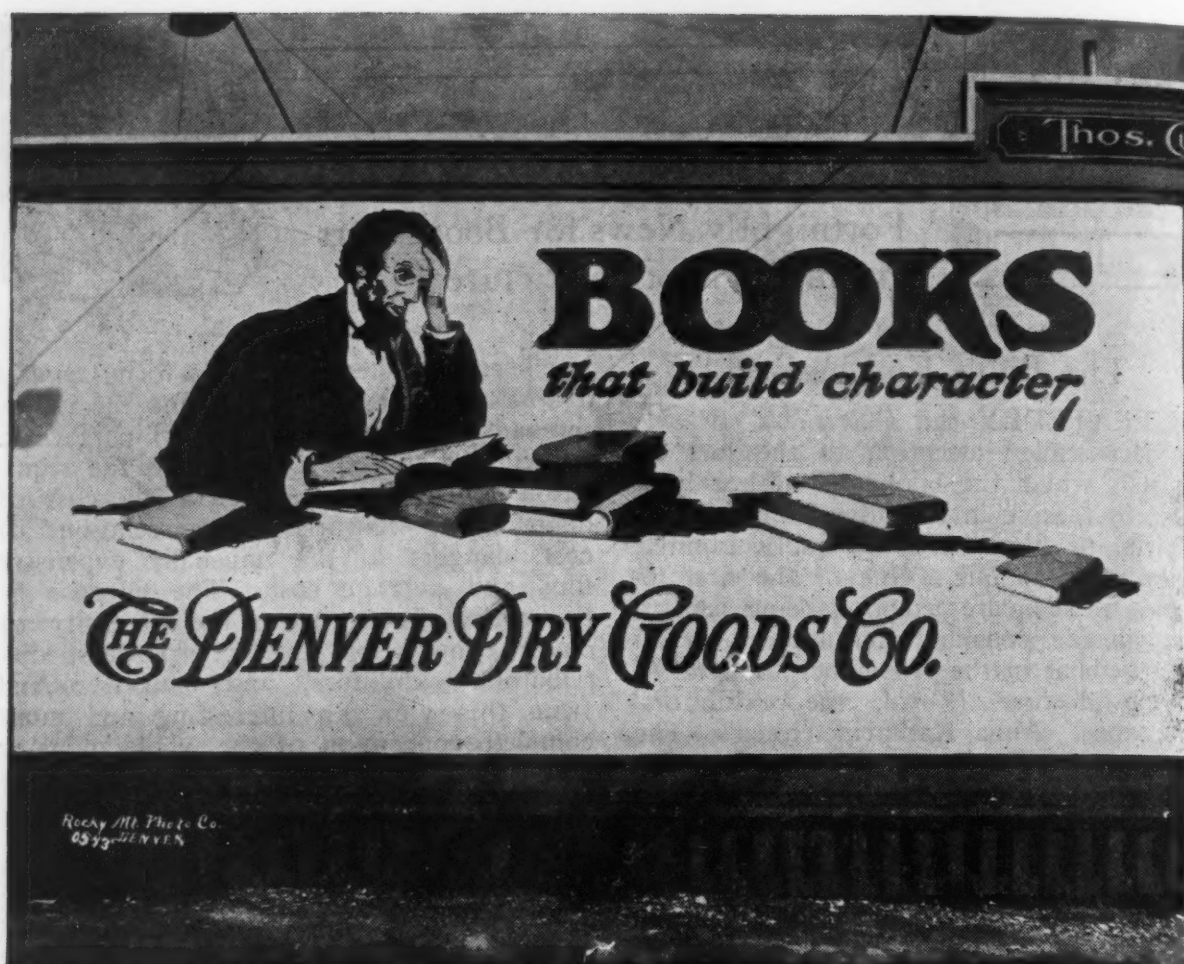
### Picture Notes

FIRST NATIONAL'S PRODUCTION SCHEDULE for the next six months is further evidence that the picture industry is definitely relying on recent novels as a source for its larger productions. Among the new First National productions planned are Sabatini's "Sea Hawk," Rex Beach's "Flowing Gold," and Hergesheimer's "Cytherea."

PICTURE RIGHTS TO FIVE ZANE GREY novels have been purchased by the Anderson Picture Corporation. The photoplays to be produced are "Desert Gold," "Riders of the Dawn," "The Man of the Forest," "The Mysterious Rider," and "The U. P. Trail." A few weeks ago the Anderson concern acquired Great Authors' Productions, consisting of story rights, including "The Westerners" and "The Gray Dawn," by Stewart Edward White, "The Dwelling Place of Light," by Winston Churchill, and "The Sagebrusher," by Emerson Hough.

THE FOX FILM CORPORATION will produce many pictures based on books and plays during 1924. The company is planning to expand its facilities by the addition of a new plant. Notable among next year's productions are Galsworthy's "Loyalties" and "The Hunted Woman," by James Oliver Curwood.





EFFECTIVE BILLBOARD ADVERTISING USED FOR BOOKS

## A Winter of Hunger in Germany

### Plight of German Booksellers Calls for Help from America

WHEN a bookman in this country receives a catalog from Germany and sees on the envelope stamps marked "5,000,000 marks," he may look on it as a curiosity of 1923, or he may think back of this to what it must mean to the man who made that catalog. Perhaps he can realize to some extent how desperate is the situation of that German bookseller and of his employees.

The worst effects of the money debasement in Germany are visiting themselves upon just the class that is represented by the clerks and employees of the great organized book-trade of Germany, a trade with which America has been in close contact for years. The situation which faces those people this winter becomes the more hopeless as one thinks of it not in terms of an eccentric extension of ciphers in the mark quotations, but in terms of the actual predicament of men in a line of work similar to our own. As General Smuts just cabled from Europe: "The ship is sinking.

If help does not come from Great Britain and America, there is no hope of averting not only the engulfment of Germany, but irreparable damage to western civilization."

The general confusion in the German book-trade can be fully visualized from the articles by Dr. Koch now being issued in the *Publishers' Weekly*, and further conception of what the actual conditions may mean is seen in an article in the current issue of the *Survey*, written by Robert S. Lynd, former managing editor of the *Publishers' Weekly*, who has just spent several months in Germany in sociological investigation.

The desperate condition of the middle and professional class, he says, can hardly be understood without the blackest figures. He tells of seeing a gentleman get off a street car to walk when the conductor shows him a new notice that fares are up 100 per cent, thus reaching an equivalent of about 2c in our money. He tells of standing before a free food kitchen, where



the dignified figures of professors, music teachers and people of birth and breeding file somberly in to get a dinner, in particular, of a gaunt man who enters and then leaves with apologies because tomorrow is his day to eat. That which disguises to the casual traveler the real state of affairs, Mr. Lynd points out, is the ingrained self-respect of the German people that would keep clean curtains in their windows tho their stomachs are empty.

A clerk's predicament is instanced whose pay in the old days was 300 marks a month, or about \$75. The current dollar value of his income is \$12 a month. This might be paralleled by quoting from a letter from Mr. Brod of Brentano's Chicago store, who has spent two years abroad and whose salary was the equivalent of \$20 a month.

Can one look with equanimity on a condition that brings to these people another winter like last winter, during which a canvass in the schools of Berlin showed that most of the children were without any reasonable provision of clothes? Most families are entirely without butter, it being too much of a luxury, and the allowance of milk is only a small part of what would have been the supply for the children before the war.

"Generalizations by an outsider," says Mr. Lynd, "as to the state of mind of an entire people are particularly perilous, but Germany seems a blind giant, wandering baffled in a strange land. Everywhere there is a frank acknowledgment of Germany's share in the responsibility for the war. Everywhere the war and all its works are regarded as a tragic blunder. The sobriety of the people and pre-war organization have partially held the country together thru the financial chaos of this year, but no one attempts to predict any hope in sight."

The season of "good will to men" which has no national boundaries and no connection with international irritations, is but a few weeks away. Some substantial token of interest and sympathy ought to go from the American book-trade to their brothers in Germany.

The *Publishers' Weekly* suggests that a subscription be started immediately and that this remittance be handled in such a way that it gets thru safely in certain channels to the employees in the great book establishments of Germany whose situation is but typical of other middle class and professional people, but whose prospects for the winter must appeal with a deeper poignancy to those in the same profession in our own prosperous land. The names

of a committee to handle such funds will be announced next week.

### One Appeal From Germany

DRESDEN, 30th October, 1923.

To the Editor of *Publishers' Weekly*:

Dear Sir: Of our bad circumstances you surely read in newspapers. Therefore permit me to write some lines to you.

Now we are so poor and unable to buy neither something to eat nor anything for fire. We starve, and winter is coming. We must freeze, too. Bread at present costs 15 billion marks, and all other prices are the same. You don't know what pains is caused to starve. Would you be kind enough to send me a trifle to improve our situation? An old mother thanks you for this, and God will reward you.

I wouldn't beg if we were not compelled.

We remain with many thanks,

Respectfully,

PAUL GUTTE.

Langebrueck Sachsen,  
Forststr. 5, Germany.

If you can't, please give this lines further to somebody who is able.

### What the American Chamber of Commerce in Berlin Says

The American Chamber of Commerce in Berlin addresses an appeal to the American public in behalf of the suffering middle classes in Germany. From reports reaching the Chamber, coming from various sections of the Empire and from the Chamber's own observations in its immediate sphere of action, there is untold suffering which is daily assuming such proportions that an unparalleled nation-wide calamity threatens. Especially destitute are the many thousands of aged, many of whom have a monthly income from pensions, annuities, etc., amounting to 40-50 thousand marks. When it is realized that this sum will not buy a slice of bread, their desperate situation can be understood. It is a mystery in Germany today how this class keeps body and soul together.

The exhausted condition of Germany leaves one hope only of bringing relief to the suffering; it must come from the outside.

All forms of governmental assistance and public charities are strained to the utmost; the limit of such assistance has long since been reached. The daily price increase of all commodities, especially food products and all requisites of life, has placed them beyond the reach of the vast majority of the poorer middle classes, homes for the aged and children.

## A Circulating Library Proposal

IN a full-page advertisement in the New York papers, Womrath's Libraries renewed their appeal to subscribers for a winter reading service, and in this appeal made extensions of service that go far beyond the usual system. If, they say, a customer rents a book which they recommend—any title listed on the page—and it is not found to be up to expectation, the subscriber can tell the librarian within five days and then rent another book without charge. If a recommended book is bought outright and does not come up to expectation but is returned in good condition accompanied by a portion of the advertisement mentioning the book and the sale slip, the money will be refunded. If such a recommended book is bought from any other bookseller and brought to a Womrath library under the same conditions, half the purchase price will be remitted.

## Behind the Hirshfield History Investigation

LAST spring David Hirshfield, Commissioner of Accounts for New York City, prepared at the request of Mayor Hylan a report regarding the alleged pro-British presentation of American history in the school textbooks. The report received a great deal of publicity and was supported by many citizens who feared an attempt to win back the United States to the British Empire. Historians and educational leaders in general ridiculed the report. They declared themselves firmly for the truth and emphasized the absurdity of crediting all the fables regarding the founders of the country, a notable example being the Washington cherry tree story which was invented by Parson Weems, a clergyman who traveled about lecturing and sold books as a side line.

Tho the report was generally discredited by historical authorities it resulted either in the complete removal or temporary suspension of many histories admirably suited for school use. The publishers of the books were deprived of a part of their market or were forced to considerable expense in revising the texts. The following list of books were reported unfavorably and several were discontinued in the schools, "An American History," revised 1920 (Ginn), by David Saville Muzzey; "Short American History, by Grades," 1920 (Heath), by Everett Barnes; and "Burke's Speech on Conciliation," 1919 (Scott), by C. H. Ward. The other alleged pro-British histories are: "History of the American

People," 1918 (Allyn & Bacon) by Willis Mason West; "School History of the United States," revised 1920 (American Book), by Albert Bushnell Hart; "A History of the United States for Schools," revised 1919 (Appleton), by Andrew Cunningham McLaughlin and C. H. Van Tyne; "Our United States," 1919 (Silver Burdett), by William Backus Guitteau; and "American History for Grammar Grades," 1920 (Heath), by Everett Barnes.

General interest in the investigation quickly died out and little was heard of it again until the New York *Tribune* printed a series of eight articles commencing November 5 and continuing daily thru November 12. The series, written by M. Jay Racusin, reveal that Hirschfield had previously engaged Joseph Devlin, an eminent historian, to investigate the charges of pro-British propaganda in the school histories. Devlin was paid \$2000 by the City for this report and his findings were never utilized because, as Mr. Racusin states, they did not uphold the accusations which Hirshfield desired to have maintained. Therefore the report was buried and another written by Charles Grant Miller, a journalist of no particular historical pretensions. This report was presented by Hirshfield as presumably his own work. The *Tribune* articles included photographed facsimilies of the pay vouchers cashed by both Devlin and Miller.

The Devlin report upheld the history textbooks as being exceptionally excellent pieces of work and pointed out that a school history could not include all the stories and legends concerning the early statesmen of the country. Such a work can contain only the accurate presentation of facts and even the selection of the facts must depend on the experienced judgment of the compiler. The report further declared that a history textbook which portrays the founders of the country as human beings with the usual human failings as well as strength is preferable to a work which pictures them as impossible effeminate personifications of all the virtues.

The *Tribune* articles reveal an unwarranted waste of public money and an unauthorized selection of evidence costly to several publishers.

VICENTE BLASCO IBÁÑEZ sailed November 14th on the Franconia for a round-the-world cruise under the chaperonage of the American Express Company. Ibáñez plans to write two books while on the cruise, "The Beast," contrasting the peace-loving American with the militaristic European, and "A Novelist's Trip Around the World."



## The Old Three-Volume Novel

AN interesting story of the first disappearance of the old three-volume novel in England is told in the London *Publishers' Circular* by W. Ralph Hall Caine, brother of Hall Caine, the author.

When the manuscript of "The Manxman" was ready, Mr. Ralph Caine had been in recent discussion about the forms of novels with some of the English trade and asked for conference with the managers of W. H. Smith & Sons and Simpkin, Marshall & Company about a plan of putting out this proposed book in one volume instead of three. It was agreed that the one volume gave unusual chance to get the book to the general reader, the very public that Hall Caine wished, and, when the plan was presented to Mudie's, large orders were placed in advance, and its first issuance in the circulating libraries gave the book a tremendous send-off, and every railway bookstall made a lavish display.

The booksellers were strong for the new price which brought them a new public, and the result in sale was all that could have been anticipated. Before a fortnight was out, Sydney Pawling of the Heinemann Company was able to announce that the first hundred thousand had been sold and a new edition was in the press. Mr. Caine believes that that announcement was the fatal blow to the old three-volume novel.

Another thing that helped this striking success was the selection of July for publication date. Mr. Caine based this suggestion on a talk with Alfred C. Harmsworth (afterwards Lord Northcliffe), who said that the success of one of his weeklies was due primarily to his selecting Tuesday for the day of publication, after investigating and finding that that day was the least crowded of all the bookstalls' week. It seems that the same principal would apply to books if issued at the ebb season.

## A Monument To Fabre

READERS of the *Publishers' Weekly* would undoubtedly be glad to give support to the effort to erect a suitable monument to Jean Henri Fabre in the town of Serignan, the little Provençal village where the great naturalist worked and died. A movement in this direction was started before the war, and the appeal is now repeated in this country.

It is proposed that a monument shall be placed in the garden which was the setting of the greater part of Fabre's studies in the lives and arts of the insects. In this village,

too, he was buried, and his ashes, under this plan, will be brought to rest in this garden under the perpetual care of the French Government, which has taken over the property as a national museum and laboratory of living entomology.

The committee in charge of the memorial is under the patronage of President Millebrand, and contributions should be sent to M. Henry de la Paillonne, Serignan, Vaucluse, France.

## The Moss Covered What-Not

HOUGHTON MIFFLIN'S November announcements include a volume called "The Collector's What-Not," a whimsical take-off on the collecting mania that is rising to full tide thruout the country. The publisher does not attempt to disguise the fact that the three authors given are represented by nom de plumes, as would be obvious from such a name as "Murgatroyd Elphinstone." The promotion also indicates that one of these authors is one of the biggest names in contemporary American letters. Inasmuch as further trade rumor places the origin of the book at Kennebunk, it is perhaps not difficult to credit part of the foolery to Booth Tarkington; the collaborators are probably cottagers along the same shore.

## Utilizing the Century's Best Book Contest

A GOOD advertisement based on the *International Book Review's* contest to determine the ten best books since 1900 was placed in the Dallas *Morning News* of October 21st by Lamar & Barton of that city. The advertisement was headed "Voting For the Best Books Since 1900" and then explained that below was printed the second list and that the final list representing the choice of the readers thruout the country would be announced in January. There followed the list of forty books and the statement that they all could be obtained at Lamar & Barton's. The advertisement was enhanced by attractive cuts and an effective border. The make-up caught the eye and having read the advertisement more than average self-denial would be demanded to resist the impulse of buying at least two or three of the books.

## Misprint

IN the advertisement of the Automobile Blue Books which appeared on page 1642 of the *Publishers' Weekly* for November 17, owing to a misprint, the publication date of Volume 3 was given as November 15, 1923, instead of April 15, 1924.



# Year-Round Bookselling

## November Announcements



MAILING CHILDREN'S BOOK WEEK POSTERS

### Who Will Replace the Regulars?

EVERY bookstore has a group of regular customers who purchase books every once in a while or at frequent regular intervals. Each of these familiar buyers of books purchases many volumes during the course of the year and provides not only the backbone of the business but also the most profitable part. Once firmly established in the habit of book buying, they come to the store without the necessity for the expense of circular letters and follow-up devices.

But eventually these stand-bys die or move away and if each year new regulars do not appear to replace them the bookseller faces an increasingly difficult problem in keeping the profit column ahead of the loss.

The Year-Round Bookselling *News* suggests one means of adding to the number of regulars without the bookseller even having to leave the store in search of them.

"Many people will be coming into your store during the holiday season who come

in at no other time of the year, people who are not booklovers in any sense but who wish to choose an impressive gift for some friend or relative whose tastes they consider 'highbrow.' They demand vaguely 'a book' or 'a set of books,' and your salesman is filled with scorn for such undiscerning bookbuyers. Yet these sales, if tactfully handled, can prove of great value to the bookstore.

"If these new customers are made to feel that you are delighted to help them select books for gifts, they will continue to come to you thruout the year, whenever they are perplexed as to what to give for a wedding gift, or graduation present, or bon voyage gift. Perhaps you may even be able to interest them in buying books to read themselves, if you suggest titles wisely and not too aggressively. When making out sales-slips get the customer's name and address whenever possible, in order that these new names may be added to your mailing list, to receive book-note circulars and an occasional letter with a list of books you want to recommend personally.

# elli Campaign Bulletins

## Committee Headquarters

"Of all the Christmas sales the bookstore makes, these are the most numerous, as well as important and far-reaching, for every up-to-date bookseller is endeavoring to create a new and wider market for books. People who never read book reviews and seldom notice book advertisements may become staunch friends of your store, thru your courtesy during the Christmas season."

### Travel Book Demand

THE public response to the Canadian Pacific Railway's book publicity is proof of the extensive interest in the literature of travel. The National Association of Book Publishers has received requests for the material from forty-four bookstores, and eighty-three libraries, schools, and colleges. Sixty-three maps, three hundred and sixty-three posters, and four thousand pamphlets "Ports of A Thousand Romances" have been sent to these centers in more than twenty states. As the requests continue to come from every section this means that all over the country people will be reminded of the pleasure to be derived from seeing the world thru books. And for the actual traveler it is equally pleasant to know in advance the attractions of the land to be visited or to refresh one's memories of places seen.

These incentives to the reading of travel books together with a growing interest in the subject will mean a big Christmas demand and necessitate a comprehensive stock.

### Book Exhibits

THE Christmas displays in large stores have given evidence of the value of striking book jackets on children's books, and Cupples & Leon have been connecting their jackets up with consumer demand by printing the full colored reproduction of their principal series in the imprint catalog which they supply to dealers at \$20 per 1,000, the theory being that, instead of using the author's pictures or copies of the illustration, it is important to put in the consumer's mind the actual cover that he is to see on the counter in the bookshop.

The gift for any purse

## BOOKS

Both slim pockets and fat wallets will find attractive presents on our tables

(store name)

(address)

## Why Not Books for Christmas

Bring in your shopping list  
and let us advise you

(store name)

(address)

INEXPENSIVE CHRISTMAS NEWSPAPER ADS.

### Christmas Advertising

VERY profitable results may be obtained from newspaper advertising during the holiday season. Small displays such as those reproduced here may be run regularly in the local papers at moderate cost. Other appeals suggested by the Year-Round Committee include "Books to Please Everyone on Your Christmas List," "For the Children's Christmas Bookshelf," and "Is Gift-Choosing Difficult? Books appeal to all ages and tastes." These arranged in appropriate type and borders will reach many members of the community who during the rest of the year never come near a bookstore. The same or similar headings may be used for larger displays in connection with book lists. Attention-drawing headings in connection with special lists are often effective. Thus suggestions for gifts to fathers, aunts, and younger brothers are offered at the moment of last minute despair.



## Exportation of French Books Increasing

THE Paris *Le Journal Industriel* of October 13 gave the statistics of book exportation for the first eight months of 1922 and 1923. These figures show that 1,700 tonnes (a tonne is 1,000 kilogrammes) of books were exported from France in the first eight months of 1922 and that the 1923 exportation for that period reached 2,003 tonnes.

The value of the 1922 exportations was 22,441,000 francs and the 1923 value has amounted to 28,033,000 francs.

The United States was the leading purchaser of the French exportations, excepting only the Belgian-Luxembourg Economic Union, which received 673 tonnes. The United States bought 149 tonnes, Switzerland 138, Canada 132, England 88, and Germany only 15 tonnes.

There were 3,754 tonnes of newspapers and periodicals exported from France during the same period, whose value was 23,880,000 francs.

## Record of American Book Production, October, 1923 \*

CLASSIFICATION	New Publications			By Origin				
	New Books	New Editions	Pamphlets	English and other Foreign Authors			Total	
				American Authors	American Manufacture	Imported		
Philosophy .....	15	2	2	14	1	4	19	
Religion .....	69	12	6	66	2	19	87	
Sociology .....	42	3	8	46	1	6	53	
Law .....	6	—	2	8	—	—	8	
Education .....	11	—	5	16	—	—	16	
Philology .....	12	3	5	11	3	6	20	
Science .....	30	9	32	58	—	13	71	
Technical Books .....	26	5	11	37	—	5	42	
Medicine .....	14	8	1	22	—	1	23	
Agriculture .....	10	1	4	15	—	—	15	
Domestic Economy ....	4	1	1	6	—	—	6	
Business .....	19	1	1	19	—	2	21	
Fine Arts .....	8	1	—	7	1	1	9	
Music .....	13	—	—	10	—	3	13	
Games .....	10	2	5	13	1	3	17	
General Literature ....	46	4	3	35	4	14	53	
Poetry, Drama .....	46	10	5	38	9	14	61	
Fiction .....	119	34	—	110	40	3	153	
Juvenile .....	86	10	—	81	4	11	96	
History .....	33	5	4	32	1	9	42	
Geography .....	25	4	1	20	3	7	30	
Biography .....	50	2	2	30	7	17	54	
Miscellaneous .....	4	—	1	3	1	1	5	
	698	117	99	697	78	139	914	

\*In October, 1922, 603 new books, 102 new editions, 161 pamphlets, a total of 866, were issued.

## Letting the Child Vote

DURING the last year a national pastime has been developed in the book trade. Ten Best Books of the Year, Ten Best Books of the Century, and Ten Best Books in the World, are among the contests which have been held by magazine, newspapers, and bookstores. The voters in these contests have included nearly every class from the humble ash man to the mighty Prime Minister. Only one class has been neglected—the children. And now the Dallas book world has a contest which will enfranchise them.

The Dallas *Times Herald* in cooperation with the schools and libraries has given the children of that city a chance to choose the books they consider the best. Ballots were distributed in all the schools several weeks before Children's Book Week and each child listed his five favorite books. The book page of the *Times Herald* was devoted to Children's books on November 11th and all thru the Week interest in this type of literature was maintained by special articles and lists. Four book reviews were printed each day during the Week. The reviews were of one hundred to two hundred words in length and were selected from contributions from the school children. The *Times Herald* paid \$2.00 for each review published and Lamar & Barton gave book prizes for the four best.

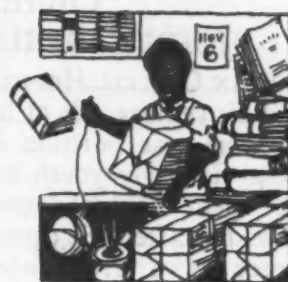
This contest immediately preceding Children's Book Week has created an enthusiasm among the children of that city.

## French War Book Has Amazing Sale

JEAN DE PIERREFEU, French critic and journalist, has been for several years attached to the Great General Headquarters of the French military forces as a unique writer. His book, "Plutarch Lied," published but a few weeks ago, has already attained a sale of over 750,000 copies. The work is described by Bernard Nancy, foreign correspondent of the New York *Evening Post*, as a clear and exact delineation of the rôle of the great leaders who conducted the war on the French side, Joffre, Petain, Foch, and others. The book has been the cause of impassioned discussions since its publication.

So large a sale in so short a period is amazing to the American reader. However, it is possible only because of the inexpensive paper editions which are the rule in France.





## Current Clippings

### A Week's Gleaning of Book-Trade News

THE AUSTRIAN GRAPHOLOGIST, Rafael Schermann, was the guest of George Palmer Putnam at the Coffee House Club in New York, November 7. Mr. Putnam, who expects to publish a book by Schermann, exhibited a specimen of his handwriting and the graphologist, according to Mr. Putnam, "hit the nail 100 per cent." Later Schermann was shown a typewritten manuscript on which appeared a scrawl concerning galley proofs. Mr. Schermann said that the writing was that of a man who had had many struggles, none of which had broken him. The writing was Theodore Roosevelt's.

A GOODLY SHOWING of new translations are among the fall publications. Among them are Louis Hemon's "My Fair Lady," three new titles in the edition being published by Knopf of the stories and novels of De Maupassant, and an important new one is Romain Rolland's "Annette and Sylvia." Other translations include "Weeds" by Pio Baroja, "The Ninth of November" by Bernard Kellerman, "The Savage" by Mikhiel Artzybasheff, and "The Sentry" by Nikolai Lyskov.

"QUEEN VICTORIA," an historical play by David Carb and Walter Prichard Eaton, had its first night in New York November 15th. The play, which portrays Victoria's life from the time in 1837 when she became Queen, until 1897, the occasion of her Diamond Jubilee, has been published by Dutton.

OWEN DAVIS is suing Harold Lloyd for \$100,000, claiming that part of "Why Worry?", Lloyd's film, was taken from "The Nervous Wreck." As a Broadway farce, "The Nervous Wreck" is the success of the season, and, in book form, published by G. Howard Watt, it has in a couple of months created a very active market. The play was given an original try-out in Los Angeles, and, after Lloyd was refused the movie rights, it is claimed that he took down ideas from the plot which are embodied in the film.

HUEBSCH have taken unusual methods to get attention to their new middle western novel, "Arlie Gelston" by Roger L. Sergel. Their recent advertisement offers 100 copies of the novel to general readers who will promise to send in honest criticism of the book. The names of those selected to receive these copies will be printed in the *Times*. The publisher already has strong endorsement from critics and professional readers.

A NEW IDEA in book merchandising is shown in the advertisement of the Garden City Publishing Company in the papers of November 11th. The offer is 12 novelettes, bound, presumably, in paper, which will be sent postpaid for \$1.98. These books are all by famous authors, including Booth Tarkington's "Beautiful Lady," published in separate volume by Doubleday some years ago, Gertrude Atherton's "Gorgeous Isle," Edith Wharton's "The Touchstone," published by Scribner, Joseph Hergesheimer's "The Dark Fleece," Maurice Hewlett's "Spanish Jade" and other books by such writers as Joseph Conrad, Kathleen Norris and Rex Beach. The plan of bookselling by group orders suggests many possibilities in selling developments, and it would seem quite possible that the idea here applied to novelettes of copyright character might be extended to full length novels of non-copyright character at a slightly higher price.

"LAUGH AND GROW RICH," the successful novel of Parisian life by Jack Kahane, is to have a new title. Brentano's announce that the winner of the contest will be enriched to the extent of one hundred dollars while the ten "next bests" will receive consolation prizes of five dollars. The contest closes December 15. All titles must be sent to the Publishing Department of Brentano's.

PLATES FOR PRINTING BIBLES in twenty-five languages were lost by the American Bible Society in the Japanese earthquake. The Society, at a conference at the Aldine Club, New York, announced plans to replace this loss.

## Obituary

### JOHN CASTELL HOPKINS

JOHN CASTELL HOPKINS, Canadian author, died November 5th at his home in Toronto. Hopkins was born in Dyersville, Iowa, in 1864. In early youth he moved to Toronto. He spent several years with a Toronto bank, but after 1893 pursued an independent career as a free-lance writer. He contributed to Canadian, American, and British magazines and newspapers, but became chiefly known for his "Canadian Annual Review of Public Affairs," a publication now in its twenty-second year. Among his published works are: "Canada, an Encyclopedia," "The Life and Works of Sir John Thompson," "The Prosperity of Canada in the Nineteenth Century," "The Sword of Islam, of Annals of Turkish Power," and "The Story of the Dominion."

### Second-Class Mail Investigation

DESPITE the many complaints and general dissatisfaction, the delivery of newspapers and magazines continues to remain both slow and uncertain. The recent investigation made at the request of the Merchants' Association for use by a committee of the United States Chamber of Commerce but adds to the accumulation of proof. Delays in delivery run from a day to a week, with the result that regular subscribers to periodicals become discouraged and determine to buy at the newsstands after the expiration of their subscriptions.

The second-class mail should not interfere with the delivery of first-class, some efforts should be made to do away with the apparently haphazard methods now prevailing. According to the report made for the Merchants' Association, one of the major causes of the present poor service is due to the fact that the railroads are now paid on a space basis instead of by weight. This has resulted in not only poor service but greater expense. If the investigators were thoro and impartially weighed all sides of the situation, some constructive use should be made of their findings.

### Woman's Book Association Starts Its Sixth Year

AT the last meeting of the Woman's National Book Association, held at the National Arts Club, officers for the new year were elected. The new president is Miss Effie C. Huebly of Loeser's book department, Brooklyn.

The Woman's National Book Association is now beginning its sixth year, and has

had two presidents from bookshops, one from a trade paper and one from a specialty shop, and it is felt to be very appropriate that the new president comes from a large department store, so that all branches of the trade will have been represented.

The new vice-president is Emma F. Widman of Schwartz's. The new members of the Board of Managers are Muriel Simpson of Stern's book department, Dora Mulkins, formerly of the *Bookseller and Stationer*, and Louise H. Seaman of the children's book department at Macmillan's.

## Business Notes

TUCSON, ARIZ.—Mrs. E. S. Forderer is adding a book stock to her gift shop.

LAKELAND, FLA.—The Come-Again Shop has just opened in the Arcade Building and will stock books, novelties and stationery.

GREELEY, COLO.—H. L. Schumacher, at 827 Eighth Street, is to add a book department to his business.

BALTIMORE, MD.—Peabody Shop, specializing in pottery, books and toys, is a new concern at 4 East Center Street, managed by Hugo Weisberger.

BOSTON, MASS.—The entire stock of Monahan's Unique Shop at 273 Tremont Street was bought at auction on November 14 by Andrews's Book Shop, 8 Irvington Street.

MADISON, WIS.—Brown's Book Shop has moved to more expensive quarters at 117 West Mifflin Street.

## Periodical Note

Rose Fyleman has become the editor of a new English magazine called *The Merry-Go-Round*, of which copies have been received from the Oxford publisher, Basil Blackwell. The magazine is a monthly, beginning with November, price one shilling.

## Personal Note

BENNETT A. CERF has become associated with Boni and Liveright and has been elected a Vice-President and Director of the company. Mr. Cerf was graduated from The Columbia School of Journalism and Columbia College in 1919; was one of the twelve honor men of that class, and was Editor-in-Chief of *The Columbia Jester*.

N. M. GORDON, former manager of Pownier's Detroit store, has taken charge of the Los Angeles branch of the Charles T. Pownier Company.



# The Weekly Record of New Publications

**T**HIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

*The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.*

*Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]*

*Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); sq, obl, nar., designate square, oblong, narrow.*

## Abbot, Charles Greeley

Everyday mysteries; secrets of science in the home. 204p. D (The young people's shelf of science) c. N. Y., Macmillan \$2

The assistant secretary of the Smithsonian Institution explains such mysteries as How the sun makes plants grow; What comes out of the spigot; Doorbells and their relatives; Tune and tones—the human larynx and the grand piano, etc.

## Abbott, Mrs. Jane Ludlow Drake

Fidelis. 304p. il. (col. front.) D c. Phil., Lippincott \$1.75

A story of school life for girls, with a haunted house and a mystery thrown in for good measure.

## Allen, James Lane

The alabaster box. 64p. D c. N. Y., Harper \$1.25

The story of a man who dared practice with his fellowmen the whole of the virtue that was in him.

## Anderson, Sherwood

Horses and men. 359p. D c. N. Y., Huebsch \$2

Tales, long and short, from our American life. Some of them have appeared in such magazines as *The New Republic*, *The Century*, *Harper's*, *The Dial* and *Vanity Fair*.

## Andreieff, Leonid Nikolaevich

Katerina (Yekaterina Ivanovna); a drama in four acts; tr. with a preface by Herman Bernstein. 190p. D [c. '23] N. Y., Brentano's \$1.50

Depicting the downfall of a pure woman as the result of her husband's unfounded suspicions. Produced first by the Moscow Art Theatre during the 1912-13 season.

## Applegarth, Margaret Tyson

Some boys and girls in America. 231p. il. D [c. '23] N. Y., Doran \$1.50

A series of home mission stories for children.

## Arnold, John H.

The debater's guide; rev. and enl. 315p. O [c. '23] Harrisburg, Pa., Handy Bk. Corp. \$2

A portion of the book is devoted to a classified list of propositions for debate, with affirmative and negative references.

## Asher, Cash, ed.

He was "just folks"; the life and character of Warren Gamaliel Harding as mirrored in the tributes of the American press. 200p. il. O [c. '23] Chic., Laird & Lee \$2

## Baikie, Rev. James

The Bible story: a connected narrative retold from Holy Scripture. 488p. il. (col.) O c. N. Y., Macmillan \$5

A simple, straightforward narrative of God's dealing with men; the various events given in historical order and based on the Bible itself, with all that wealth of circumstantial detail, which often confuses, carefully omitted so that only the story remains for the reader to enjoy.

The life of the ancient East; being some chapters of the romance of modern excavation. 477p. (3p. bibl.) il. O c. N. Y., Macmillan \$4

The author recounts in entertaining style the lives and ambitions of kings and queens, the rise of cities, the progress of religion and arts as they are known thru excavation in Babylonia, Mesopotamia, Greece, Troy, and the Nile Valley.

## Barnes, Viola Florence

The dominion of New England; a study in British colonial policy. 311p. O c. New Haven, Conn., Yale \$3.50

## Beard, Daniel Carter

The American boys' book of birds and brownies of the woods. 253p. il. O (Woodcraft ser.) '23 c. '07-'23 Phil., Lippincott \$2

## Beck, L. Adams

The perfume of the rainbow and other stories. 324p. D c. N. Y., Dodd, Mead \$2

The author describes it as "a book of dreams and delights gathered in many wanderings in byways of the Orient."

## Beer, George Louis

African questions at the Paris peace conference, with papers on Egypt, Mesopotamia, and the colonial settlement; ed. with introd. annexes and additional notes by Louis Herbert Gray. 672p. (footnotes) maps O c. N. Y., Macmillan buck. \$6

## American Warehousemen's Assn.

Warehousing general merchandise; an encyclopedia. 425p. il. O '23 Pittsburgh, Pa., [Author] apply

## Barrows, Sarah Tracy

English pronunciation for foreigners. 35p. il. music O '22 Sacramento, Cal., Cal. State Pr. Off. pap. apply



**Bethesda; the temperate life.** 299p. front. D c. N. Y., Moffat, Yard \$2  
An arraignment of alcohol written in the form of a novel. The author, a member of the New York bar, is anonymous.

**Boaz, H. A.**

**Fundamentals of success or Making the most of life.** 216p. D c. Nashville, Tenn., Cokesbury Press \$1.25

Discusses failure and how to avoid it, success and how to achieve it.

**Boynton, Percy Holmes**

**Milestones in American literature.** 651p. D [c. '23] Bost., Ginn \$2

Selections from the works of American writers, for the use of students who are both reading American classics and observing their relation to the history of American thought.

**Brooks, Keith Leroy**

**Matthew's Gospel (self-interpreted), a verse by verse commentary.** 95p. O [c. '23] Los Angeles, Cal., Biola Bk. Room pap. 50 c.

**Browne, Isaac Hawkins**

**A pipe of tobacco: in imitation of six several authors; ed. by H. F. B. Brett-Smith.** 70p. D '23 N. Y., Appleton bds. \$1.25

Parody verse which first appeared toward the end of the year 1735 when it created considerable stir. The poets imitated are Colley Cibber, Ambrose Philips, James Thomson, Edward Young, Alexander Pope and Jonathan Swift.

**Budge, Sir Ernest Alfred Thompson Wallis**

**First steps in Egyptian; a book for beginners; 2nd impression.** 335p. (2p. bibl.) O '23 N. Y., Dutton \$5

A primer for the study of the Egyptian language giving alphabetic and syllabic signs, hieroglyphic characters and words, etc.

**Bushee, Frederick Alexander**

**Principles of sociology.** 590p. (footnotes; bibl.) O [c. '23] N. Y., Holt \$3.50

The author is professor of economics and sociology in the University of Colorado.

**Camp, Walter Chauncey, ed.**

**The book of sports and games.** 424p. il. diagrs. D [c. '03, '23] N. Y., Crowell \$2

Practically a complete roster of outdoor games, with coaching hints and playing directions based upon official rules, including golf, football, baseball, tennis, basketball, skating, swimming, hockey, cricket, etc.

**Canfield, Dorothy [Mrs. John Redwood Fisher]**

**Understood Betsy.** 271p. il. (Popular copyrights) [c. '16-'17] N. Y., Grosset 75 c.

**Carroll, Lewis, pseud. [Charles Lutwidge Dodgson]**

**Alice's adventures in Wonderland; il. by Gertrude A. Kay and with the original drawings by John Tenniel.** 241p. il. (pt. col.) O c. Phil., Lippincott \$2.50

The proud possessors of this new Alice will follow her amazing adventures with even greater delight than youngsters of the past have done. The colored illustrations add much to its charm.

**Chaucer, Geoffrey**

**Chaucer's Canterbury tales; selections from The modern reader's Chaucer by John S. P. Tatlock and Percy MacKaye; chosen and ed. by Carl W. Ziegler.** 199p. (2p. bibl.) front. T (Pocket classics ser.) '23 c. '12, '23 N. Y., Macmillan 48 c.

**Christie, Robert Stuart**

**Little David.** 316p. D c. N. Y., Seltzer \$2  
How little David, who might have been created by Dickens and Barrie in collaboration, had a series of delightful adventures in the streets of London.

**Clarke, Richard A.**

**Picture worlds.** 144p. il. D c. Bost., Little, Brown \$1.50

Paul's adventures with Mother Goose people.

**Cockerham, K. L.**

**A manual for spraying.** 98p. il. nar. D c. N. Y., Macmillan \$1.25

**Cody, Hiram Alfred**

**The trail of the Golden Horn.** 296p. D [c. '23] N. Y., Doran \$2

A story of the Yukon wilderness.

**Coffin, Joseph Herschel**

**Personality in the making.** 324p. (footnotes) O c. Bost., Houghton \$2.50

A book for anyone interested in the problem of personal value in relation to industry, business, education or religion.

**Consett, Rear-Admiral M. W. W. P., and Daniel, Capt. O. H.**

**The triumph of unarmed forces (1914-1918).** 368p. (footnotes) front. O [c. '23] N. Y., Brentano's \$4.50

An account of the transactions by which Germany during the Great War was able to obtain supplies prior to her collapse under the pressure of economic forces.

**Cornish, Vaughan**

**The great capitals, an historical geography.** 308p. maps O [n. d.] N. Y., Doran \$5

The where and why of the chief cities of all ages. The book consists of two parts: the first dealing with the capitals of the great empires of the past, the second with those of present nations.

**Cowles, Alton House**

**The conquering horseman, or God of all in peace and war.** 124p. il. O [c. '23] Bost., Christopher Pub. House \$2

A book of religious philosophy, devoted to problems of human interest.

**Cox, Cary S.**

**The cause and control of sex.** 60p. O [c. '23] Los Angeles, Cal., Austin Pub. Co. pap. \$2

**Coxon, Muriel Hine [Mrs. Sidney Coxon]**

**The spell of Siris.** 334p. D c. N. Y., Dodd, Mead \$2

A supplement but not a sequel to the author's other novel, "The Flight." It relates the experiment of Clodagh Strangway, a widow, disillusioned by an unhappy first marriage, who has settled on the Mediterranean island of Siris.

**Childs, Leslie**

**"Law for the dentist."** 208p. S [c. '23] Phil., Dental Cosmos apply

**Connor, Robert Diggs Wimberly**

**Studies in the history of North Carolina; a program for women's clubs.** 42p. O (Univ. of N. C. ext. bull., v. 3, no. 3) '23 Chapel Hill, N. C., Univ. of N. C. Press apply

Cummings, Ray

The girl in the golden atom. 341p. D '23  
N. Y., Harper \$2  
A scientific romance in which a chemist reduces  
himself to the size of an atom and finds a whole  
new universe within a scratch on the surface of a  
gold wedding ring.

De Goveia, C. J.

The community playhouse; a manual on  
its organization and maintenance. 165p.  
(bibl.) il. D c. N. Y., Huebsch \$2  
A comprehensive manual on the play, player, act-  
ing, costume, stage, scenery, lighting, economics of  
the theatre, etc., with particular reference to  
neighborhood and small town needs.

De la Batut, Guy, and Freedmann, Georges

A history of the French people; with an  
introd. by Henri Barbusse. 326p. D (His-  
tories of the peoples) [n. d.] N. Y., Dutton \$3  
French history written from a modern angle,  
stressing the achievements and characteristics of  
the French people as a whole, not as individuals.

De la Mare, Walter

Crossings; a fairy play; with music by C.  
Armstrong Gibbs. 170p. il. (col. front.) O c.  
N. Y., Knopf \$3.50 bxd.

A fantasy in five acts about fairies, a funny  
old house and some children who received a visit  
from the gruff, strange Candlestick Maker who was  
a descendant of Romance.

Dibble, Roy Floyd

Strenuous Americans. 370p. (bibl.) il. O [c.  
'23] N. Y., Boni \$3

A strange combination of Americans to find in  
one book: Admiral Dewey, Jesse James, Mark  
Hanna, Frances Willard, P. T. Barnum, James J.  
Hill and Brigham Young.

Doctrines and disciplines of the Free Meth-  
odist Church. 346p. T c. Chic., Free  
Methodist Pub. House 65 c.

Dos Passos, John Rodrerigo, jr.

Streets of night. 311p. D [c. '23] N. Y.,  
Doran \$2

The author of "Three Soldiers" turns his atten-  
tion to peace-time and writes of three people who  
are afraid to live.

Drinkwater, John ed.

The outline of literature; a plain story  
simply told. v. 2. 703p. (bibl.) il. (pt. col.)  
Q c. N. Y., Putnam \$4.50

The great authors and great books from Shake-  
speare's time to the days of Byron, Shelley and  
Keats.

Duke, Charles W.

Getting ahead as a teacher; introd. by  
Calvin Coolidge. 104p. il. D [c. '23] Har-  
risburg, Pa., Handy Bk. Corp. \$1.25

A book of encouragement for the disheartened  
teacher, citing examples of men and women in the  
profession who have achieved success in their work.

Earle, Victor M.

Wonder movies; il. by Benjamin Seiel-  
stad. no p. il. (col.) obl. Q c. Garden City,  
N. Y., Doubleday bds. \$1.50

Animal pictures and verse in a new sort of book  
that very little folk will enjoy.

Easton, Mabel

Nyilak, and other African sketches. 95p.  
il. D [c. '23] N. Y., Revell \$1

This collection of short stories of African life is  
the outgrowth of five years of service in the Bel-  
gian Congo under the African Inland Mission.

Ekeley, John Bernard

A laboratory manual of inorganic chem-  
istry, to accompany A text book of inor-  
ganic chemistry by A. F. Holleman; 2nd ed.  
235p. il. O '23 N. Y., Wiley \$1.50

Elliot, Charles Burke

A treatise on the law of private corpora-  
tions; 5th ed., rev. by Stewart Chaplin. 874p.  
O [c. '23] Indianapolis, Bobbs-Merrill \$5.50

Ely, Margaret Roberta

Evangeline of Ole Virginia. 195p. D '23  
Louisville, Ky., J. P. Morton \$1.50

Estaunié, Edouard

The call of the road; tr. from the French.  
346p. D [c. '23] N. Y., Boni \$2

A translation of the French novel "L' Appel de  
la Route." A moving psychological study built up  
from the three stories told by its three chief  
characters.

Farnsworth, Burt Byron

Practical psychology. 315p. diagrs. O c.  
N. Y., C. W. Clark Co., 128 W. 23rd St. \$3  
For men and women in the industries and profes-  
sions, and for the general reader.

Finn, Francis James, S.J.

Lord Bountiful. 237p. front. D c. N. Y.,  
Benziger Bros. \$1

The story of a young man who is the benefactor  
of all the children in the neighborhood, and of  
the Dowling children in particular.

Forbes, William Cameron

As to polo; 5th ed. 160p. diagrs. (col.) O  
[c. '23] Bost., J. M. Forbes & Co., Sears  
Bldg. \$3

Originally published in 1910. A sort of primer  
or handbook on elementary polo.

Frost, Robert

New Hampshire; a poem with notes and  
grace notes; with woodcuts by J. J. Lankes.  
123p. il. O c. N. Y., Holt bds. \$2.50

Mr. Frost's first volume in seven years. The  
title poem celebrates New Hampshire, while for  
every striking allusion contained in it there is a  
"footnote" in the shape of a long poem. Each  
"note" in turn has explanatory or illustrative mate-  
rial in the form of lyrics. The book, thus, is a  
unit built around the title poem.

Gerry, Mrs. Margarita Spalding

Philippa's experiments. 313p. il. D [c. '23]  
N. Y., Harper \$1.75

The same Philippa Gale who has been the princi-  
pal character in "Philippa's Fortune" and "Philippa  
at the Chateau."

Gertrude, Gertrude S.

Lemons and poppies. no p. il. O c. N. Y.,  
Seltzer bds. \$2.50

A book of drawings of California folk, not in-  
tended as caricatures according to the author.

Dau, W. H. T.

Woman suffrage in the church. 16p. O '23 St.  
Louis, Concordia Pub. House pap. 10 c.

Donnelley's red book; a catalog of Pacific coast  
manufacturers, distributors and business services.

various p. O c. '23 San Fran., Cal., Reuben H.  
Donnelley Corp. apply

Eakle, Arthur Starr

Minerals of California. 328p. O (Cal. state min-  
ing bur.; bull. no. 91) '23 Sacramento, Cal., Cal.  
State Pr. Off. apply



**Goodell, Charles LeRoy, D.D.**

What are you worth? Queries in personality. 141p. D [c. '23] N. Y., Doran \$1.25  
College talks on life problems.

**Gray, Edward Dundas McQueen**

Old Testament criticism. 252p. O [c. '23] N. Y., Harper \$2.50  
Its rise and progress from the second century to the end of the eighteenth.

**Gregory, Adam, comp.**

Denison's descriptive music book for plays, festivals, pageants and moving pictures. 112p. music Q [c. '23] Chic., T. S. Denison pap. \$1.50

**Gregory, Allene**

John Milton Gregory, a biography. 393p. front. (por.) D c. Chic., Covici-McGee \$3  
The first biography of the first president of the University of Illinois, by his daughter.

**Grover, Harry Greenwood**

Thompson's luck; a tragedy in one act. 25p. D (Stewart Kidd modern plays, no. 19) [c. '22-'23] Cin., Stewart Kidd, pap. 50 c.

**Hacker, Fred A., and Eames, Prescott W.**  
How to put on an amateur circus. 112p. il. O [c. '23] Chic., T. S. Denison bds. \$1.75

For the use of all boys and girls between the ages of eight and eighty. Especially recommended to playground and club directors, chairmen of social entertainments, society folk, etc., who wish to give a burlesque entertainment.

**Hamlin, Stephen Francis**

Lists of plant types for landscape planting; the materials of planting for ornament listed according to their various uses. various p. Q '23 Cambridge, Mass., Harvard Univ. Press \$5

**Harriman, Miriam**

Ah-Ling of Peking; a romance of old China. 87p. O [c. '23] N. Y., Doran \$1.50

The story of a Chinese girl who, in defiance of the traditions of her caste, warned the family of her dearest friend, an English girl, in time to save them from the Boxer rebellion.

**Harrison, Traverce**

The Christian's life and program; a series of practical scriptural studies designed to aid in development of dependable, vision-filled Christians who know and love the will of Christ and exercise all their Christian privileges. 384p. D [c. '23] Cin., Standard Pub. Co. \$1.75

**Hartman, Emil Alvin**

Instructive costume design. various p. il. O [22] Pelham, N. Y., E. C. Bridgman bds. \$5

**Hauptmann, Gerhart Johann Robert**

The heretic of Soana; tr. by Bayard Quincy Morgan. 192p. D c. N. Y., Huebsch \$1.50

A love story with its setting in a Swiss canton of Italian population.

**Graham, Robert, and Boughton, I. B.**

Common animal parasites of swine. 18p. il. O (Agric. coll. exp. sta., circ. no. 269) '23 Urbana, Ill., Univ. of Ill. apply

**Henderson, Archibald**

Relativity, a romance of science. 65p. il. O

**Hay, Florence E.**

Bible stories in rhyme. 64p. il. (pt. col.) music Q [c. '23] Chic., Rodeheaver Co. \$1.50

**Heart of the eternal, The; or strong consolation for those that labour and are heavy laden; a cordial for Christ's brave soldiers in the battle of suffering.** 160p. S [23] N. Y., Macmillan \$1

**Hémon, Louis**

My fair lady; tr. by William Aspenwall Bradley. 226p. D c. N. Y., Macmillan \$2  
Eight short stories of varied theme and handling by the author of "Maria Chapdelaine."

**Hempfling, Karl Fr. E.**

Night and morning: the story of an exile; adapted from the German by the Reverend Karl Kretzmann. 238p. D [n. d.] N. Y., Ernst Kaufmann, 22 N. William St. bds. \$1.25

**Henry, Alice**

Women and the labor movement. 258p. (footnotes; 3p. bibl.) D (The workers' bookshelf) [c. '23] N. Y., Doran \$1.50

Showing the steady growth of organization among women in all branches of industry in the United States. The author is director of the Training School for Women Workers in Industry, National Women's Trade Union League.

**Hewitt, Arthur Wentworth**

Songs of the sea. 109p. S c. Rutland, Vt., Tuttle Co. \$2

**Hill, Thomas Chittenden**

A manual of proctology. various p. il. O '23 Phil., Lea & Febiger \$3.25

**Hillis, Newell Dwight**

The great refusal and other evangelistic sermons. 211p. D [c. '23] N. Y., Revell \$1.50

**Holmes, John M.**

Talks to high school boys. 172p. il. D c. N. Y., Macmillan \$1.50

Addresses given at high school chapel services, camp-fires, Rotary boys' meetings or to Hi-Y clubs.

**Holt, Arthur Erastus**

Christian fellowship and modern industry. 55p. diagrs. D (Discussion outlines for fellowship courses) [c. '23] Bost., Pilgrim Press pap. 25 c.

**Hughes, Glenn**

Pierrot's mother; a fantastic play in one act. 31p. D (Stewart Kidd little theatre plays, no. 8) [c. '23] Cin., Stewart Kidd pap. 50 c.

**Hume, Cyril**

Wife of the centaur. 372p. D [c. '23] N. Y., Doran \$2.50

Another story of the younger generation—of Jeffrey Dwyer, a Yale man and a poet, of Inez Martin, an adored young beauty and of little Joan Converse, the sensible and sane.

(Univ. of N. C. ext. bull., v. 2, no. 2) '23 Chapel Hill, N. C., Univ. of N. C. Press apply

**Hudgins, William F.**

Dr. Abrams and the electron theory. 96p. T c. '23 San Francisco, Physico-Clinical Medicine, 2151 Sacramento St. pap. 25 c.



Hyett, Florence B., comp.

Fifty Christmas poems for children. 68p.

D c. N. Y., Appleton \$1

An anthology combining the verse of ancient carol writers with that of such moderns as Hilaire Belloc, G. K. Chesterton, de la Mare, Eugene Field and others.

Jarnagin, Dorothy

Mardee Gray's choice. 300p. il. D c.

Bost., Little, Brown \$1.75

Freshman year at high school with Mardee Gray, a happy, lively Southern girl who describes herself as two people—a frivolous, airy girl when dressed up for a party and a sober industrious one when studying or helping with housework.

Jillson, Pr. Willard Rouse

Big Sandy Valley; a regional history prior

to 1850. 183p. il. D c. Louisville, Ky., J. P.

Morton \$2.50

Johnson, Edith

To women of the business world. 267p. D

c. Phil., Lippincott \$2

Designed as a practical guide and help to all women in business, the beginner, the experienced worker and the woman who has failed to advance.

Johnson, Henry Lewis

Historic design in printing. no p. (2p.

bibl.) il. Q c. Bost., Graphic Arts Co.

\$15 bxd.

Reproductions of book covers, borders, initials, decorations, printers' marks and devices comprising reference material for the designer, printer, advertiser and publisher. Most of the reproductions are of Italian, French and German masterpieces of the 15th and 16th centuries.

Jordan, William George

Charles Waldo Haskins, an American pio-

neer in accountancy. 136p. front. (por.) O

'23 N. Y., Prentice Hall \$2.50

Joseph, Mrs. Helen Haiman

Princesses; a symbolic drama for marion-

ettes. 34p. D (Stewart Kidd modern plays,

no. 22) [c. '23] Cin. Stewart Kidd pap 50c.

Kaser, Arthur Leroy, ed.

Good toasts and funny stories. 150p. D

[c. '23] Chic., T. S. Denison bds. 75 c.

Kelly, George

Finders-keepers; a play in one act. 50p.

D (Stewart Kidd modern plays, no. 20)

[c. '16-'23] Cin., Stewart Kidd pap. 50 c.

King, Basil i. e. William Benjamin Basil

The happy isles. 485p. il. D c. N. Y.,

Harper \$2

The story of Tom Whitelaw, a child of wealthy parents, who is kidnapped in babyhood and successively falls into the hands of various persons, all of whom have some influence on his destiny.

Kinney, Charles

Hereward the Wake, 'last of the English';

ed. with introd. and notes by Charles Harlow

Raymond. 527p. front. T (Pocket classics

ser.) c. N. Y., Macmillan 48 c.

Knapp, George N.

The foundry sands of Minnesota. 111p. il. O

(Minn. geol. sur.; bull. no. 18) '23 Minneapolis,

Minn., Univ. of Minn. apply

Laidley, Mary Fontaine

Teachers' manuals; Our English; bks. one and

two. various p. D [c. '23] N. Y., Am. Book

Co. pap. apply

Kinney, Rev. P. J.

Septenarius Sacramentorum. 38 p. S c.

Bost., Stratford Co. 75 c.

Tracing the number seven historically, the author explains why it is symbolized, why there are seven Sacraments, etc.

Krmptotic, Martin Davorin

Life and works of the Reverend Ferdinand

Konscak, S. J. 1703-1759, an early missionary

in California. 167p. (2p. bibl.) D c. Bost.,

Stratford Co. \$2

Lange, Dietrich

The Iroquois scout. 308p. il. D [c. '23]

Bost., Lothrop \$1.50

An Indian story for boys laid in Revolutionary times. The outstanding figures are Ganadoga, a young Iroquois scout of the Oneida tribe, and two lads of the Hudson Valley.

Langford, George

Stories of the first American animals. 257p.

il. (pt. col.) O [c. '23] N. Y., Boni \$3

An American Jungle Book. Tales of animals that lived on this continent in prehistoric times.

Lattey, Rev. Cuthbert, S.J.

First notions of Holy Writ, for students,

readers, enquirers. 112p. D '23 N. Y., Long-

mans \$1.25

These essays originally appeared in the *Catholic World*.

Lawson, John Howard

Roger Bloomer; a play in three acts; with

a foreword by John Dos Passos and illus-

trations by Roland Young. 235p. il. D c.

N. Y., Seltzer bds. \$1.75

Produced last year by the Equity Players, this is an American play of the modern type, portraying the struggle of youth in search of truth and beauty.

Lay, Wilfrid

A plea for monogamy. 317p. O [c. '23]

N. Y., Boni \$4

Levi, Eliphas

Transcendental magic; its doctrine and ri-

tual; tr. with introd. by Arthur Edward

Waite; new rev ed. 555p. il. O '23 Phil.,

McKay \$7.50

Leslie, Eugene Hendricks

Motor fuels; their production and technol-

ogy. 681p. (bibl.) il. O '23 N. Y., Chemical

Cat. Co., 1 Madison Ave. \$7

Libedinsky, Iury

A week; with an introduction by Arthur

Ransome, tr. 247p. D c. N. Y., Huebsch

\$1.50

A new Russian novel of the inner life of the Revolution.

Lockley, Lawrence Campbell and Lockley,

Phyllis Harrington

Faulty paragraphs for composition classes.

132p. D [c. '23] San Francisco, Harr Wag-

ner pap. \$1

A handbook intended to supplement the work in student revision which is begun by any rhetoric.

Levitas, Arnold

The teaching of printing in the high school. 8p.

O [n. d.] Jersey City, N. J., Wm. A. Hildebrand,

21 Montgomery St. pap. apply

Lincoln, Nebraska's capital city, 1867-1923 . . . over

50 years of Lincoln's progress shown by word

and picture. various p. il. Q c. '23 Lincoln, Neb.,

Woodruff Pr. Co. apply

**Lynch, Bohun i. e. John Gilbert Bohun, ed.**  
Isles of illusion; letters from the South Seas. 347p. O [c. '23] Bost., Small, Maynard \$3

An anonymous autobiography in letter form of a man who left England to make his fortune in the South Sea islands.

**MacColl, Alexander**

The sheer folly of preaching. 217p. D [c. '23] N. Y., Doran \$1.50

A volume of sermons by the minister of the Second Presbyterian Church in Philadelphia.

**McIlwain, Charles Howard**

The American revolution; a constitutional interpretation. 209p. (footnotes) O c. N. Y., Macmillan \$2.25

The author reaches conclusions on the legal merits of the American claims to freedom which are directly opposed to those generally accepted.

**McKenna, Stephen**

By intervention of Providence. 307p. O c. Bost., Little, Brown \$2.50

A blending of diary, essay and short story written during an extended visit to the West Indies.

**MacNaughton, Edgar**

Elementary steam power engineering. 598p. il. O '23. N. Y., Wiley \$5

**Mantle, Burns, i. e. Robert Burns, ed.**

The best plays of 1922-23, and the year book of the drama in America. 621p. D [c. '23] Bost., Small, Maynard \$2

Besides the best ten plays it includes a review of the past season in New York and Chicago, casts and synopses of plays produced in New York in 1922-23 and a section devoted to the Little Theatre Tournament.

**Martz, Charles Ellsworth and Kinneman, John A.**

Social science for teachers. 352p. (bibl.) D (Riverside textbooks in educ.) [c. '22, '23] Bost., Houghton \$1.90

An elementary treatise on the life of people in organized society, presenting the more important present-day social problems and their treatment, with topics for papers and selected references.

**Masten, Col. Vincent Myron**

Crime and correction. 256p. O [c. '23] Bost., Badger \$2

**Meldau, Fred J.**

The Miracle Man and the Wonder Book. 80p. D [c. '22] Chic., Bible Inst. Colportage Assn., 826 N. La Salle Ave. 75 c.; pap. 35 c. Mittler, Carl J.

Sheared cream o' wit; a classified compilation of the best wit and humor. 112p. il. D [c. '23] Louisville, Ky. [Author] \$1.35

**Muir, Elizabeth McCreath, comp.**

Wee bits o' Scotch humor; Scotch poems,

children's poems. 159p. D [c. '23] Grand Rapids, Mich., Seymour & Muir \$2.50 bxd

**Musser, Howard Anderson**

More jungle tales; adventures in India. 196p. il. D [c. '23] N. Y., Doran \$1.50

A second volume of thrilling tales of actual happenings in the life of a missionary.

**Neuhof, Selian**

The heart; its physiology, pathology and clinical aspects. 713p. il. O [c. '23] Phil., P. Blakiston's Sons \$10

**Nichols, Walter H.**

Trust a boy! the story of four boys, showing how they were man hunters by accident on the Great Salt Lake. 395p. il. D '23 N. Y., Macmillan \$2

**Nickel Frank Ferdinand**

Direct-acting steam pumps. 268p. il. O '23 N. Y., McGraw-Hill \$3

**Nickerson, Hoffman**

The Inquisition; with a preface by Hilaire Belloc. 275p. (6p. bibl.) O '23 Bost., Houghton bds. \$4

A political and military study of its establishment. The volume contains an epilogue on prohibition in America.

**Norton, Florence E.**

Parent training in the church school. 96p. (bibl.) front. D c. Phil., Bd. of Christian Educ. of the Presbyterian Church in the U. S. A. bds. 60 c.

**Noyes, William Albert**

Building for peace; a chemist's summer in Europe. 33p. O [c. '23] N. Y., Chemical Cat. Co. pap. 25 c.

**O'Brien, Howard Vincent**

The terms of conquest. 357p. D c. Bost., Little, Brown \$2

The story of a boy who begins his business life as a printer in a small country town; how he marries and moves to Chicago where, bit by bit, in spite of concessions and compromises, he fulfills the ideals of his youth.

**Pearce, Charles E.**

Madame Vestris and her times. 314p. il. O [n. d.] N. Y., Brentano's \$4.50

From her debut at the King's Theatre in 1815 to her final appearance at the Lyceum in 1854. Madame Vestris was the most-talked of actress of the day and one of the most fascinating women of her time. She made her name in Italian opera and as the originator of extravaganzas that delighted all London.

**Phelps, Edith M. and Johnsen, Julia E., eds.**

University debaters' annual. 434p. (bibl.) D '23 N. Y., H. W. Wilson \$2.25

Constructive and rebuttal speeches delivered in debates of American colleges and universities during the college year, 1922-1923.

**McCracken, Charles C.**

Logan county and Bellefontaine, Ohio school survey. 66p. O '23 Columbus, O., F. J. Heer Pr. Co. pap. 50 c.

**Mitter, George**

Nature's method of healing. 24p. S c. '23 Pittsburgh, Pa., Pittsburgh Pr. Co. apply

**Morrison, J. Cayce**

Spelling in New York rural schools; a study of achievement, of practices in teaching and of methods for improving the teaching and spelling in N. Y., rural and village schools. O (Univ. of state of N. Y. bull.; no. 764) '22 Albany, N. Y., Univ. of State of N. Y. Press pap. 5 c.

**National Industrial Conference Board**

Changes in the cost of living, July, 1914-Novem-

ber, 1922. 45p. il. O (Research report, no. 57) [c. '23] N. Y., [Author] apply

**National Metal Trades Assn. Comm. on Industrial Educ.**

Elementary machine shop practice. 126p. il. D [c. '23] Chic., [Author] apply

**Pollard, Henry Robinson**

Memoirs and sketches of the life of Henry Robinson Pollard. various p. il. O [c. '23] Richmond, Va., Lewis Pr. Co. apply

**Proceedings of the thirty-second regular meeting of the Ev. Luth. Synod of Missouri, Ohio, and other states.** 96p. O '23 St. Louis, Concordia Pub. House pap. 75 c.



**Pollock, Ivan Lester**

The food administration in Iowa; 2 v. 251p. 255p. D (Chronicles of the World War) '23 Iowa City, Ia., State Historical Society ea. \$2

**Porosky, Matthew**

Practical factory administration. 253p. il. O '23 N. Y., McGraw-Hill \$2.50

**Pulver, Jeffrey**

A dictionary of old English music and musical instruments. 253p. il. music O '23 N. Y., Dutton \$5

Of interest to the student of old English music as well as to the reader of the literature of the 14th to the 18th centuries. It explains all those terms in which the ordinary musical dictionary is not interested and for which the literary glossaries have no space.

**Quillen, Robert**

One man's religion. 91p. nar. D c. N. Y., Macmillan 75 c.

**Quiller-Couch, Sir Arthur Thomas**

The sleeping beauty and other fairy tales, from the old French; il. by Edmund Dulac. 228p. il. (col.) O [n. d.] N. Y., Doran \$3.50  
A retelling of such old favorites as Blue Beard, Cinderella, Beauty and the Beast, and the Sleeping Beauty.

**Quinn, Arthur Hobson**

A history of the American drama from the beginning to the Civil War. 501p. (footnotes; 43p. bibl.) O c. N. Y., Harper \$4

The beginnings of our native drama in the colonial colleges, its part in the Revolution, its rebirth thru Royall Tyler and William Dunlap, its rise upon native themes under James Nelson Barker, the invasion of the English stage by John Howard Payne, etc., and on thru the period from 1825 to 1860 where the author traces the rise of the group of playwrights who produced under the influence of Edwin Forrest.

**Ransome, Arthur**

"Racundra's" first cruise. (sailing in the Eastern Baltic). 258p. il. D c. N. Y., Huebsch \$2.50

Racundra, a cruising boat a little less than 30 feet long, was built in Riga, and this story of her first adventure among the islands of the Eastern Baltic is written for the average reader as well as the yachtsman.

**Raymond, Edward Thompson**

The life of Lord Roseberry. 261p. (footnotes) O [c. '23] N. Y., Doran \$3

A critical and biographical study of an English statesman who, thru incompatibility of mind and temper, was a powerful disruptive force in British politics.

**Raymond, William Lee**

State and municipal bonds. 272p. O c. Bos., Financial Pub. Co. \$4

**Remington, Harold**

A treatise on the bankruptcy law of the U. S.; 3rd ed.; 9 v. various p. O '23 Rochester, N. Y., Lawyers Co-op. Pub. Co., Aqueduct Bldg. \$40

**Reagan, Joseph Nicholas**

The preaching of Peter: the beginning of Christian apologetic. various p. O [c. '23] Chic., Univ. of Chic. Press apply

**Reed, Frank Lefevre**

Music memory stories. 112p. music O (Univ. of Texas bull., no. 2337) [c. '23] Austin, Tex., Univ. of Texas pap. apply

**Richards, Mrs. Laura Elizabeth**

The squire. 309p. front. D c. N. Y., Appleton \$2

An amusing story of life in a quaint little village that is dominated by its chief citizen, the ninety-year-old Squire Quint.

**Richardson, Anthony**

Word of the earth. 310p. D '24 N. Y., Dodd, Mead \$2

In the "Lady Gwendoline," an ancient inn of the Wiltshire Downs, the Poet, the Physicist, the Shepherd and the Village Idiot meet, drink their beer and talk of many things.

**Richardson, Ethel M.**

The lion and the rose (the great Howard story); Norfolk line 957-1646, Suffolk line 1603-1917; 2 v. 614p. il. O [n. d.] N. Y., Dutton set \$12

The dramatic and romantic story of the great Howard family which today numbers among its members the Duke of Norfolk, four earls, a viscount and two barons.

**Rivers, William Halse Rivers**

Conflict and dream; with a preface by G. Elliot Smith. 206p. O (Internat'l lib. of psychology, philosophy and scientific method) '23 N. Y., Harcourt \$3.75

Psychology and politics, and other essays; with a prefatory note by G. Elliot Smith and an appreciation by C. S. Myers. 188p. front. O (Internat'l lib. of psychology, philosophy and scientific method) '23 N. Y., Harcourt \$3.75

**Rolland, Romain**

The Montespau; tr. from the French by Helen Van Brugh De Kay. 144p. D '23 c. '22-'23 N. Y., Huebsch \$2

A drama in three acts written more than twenty years ago. In it Rolland makes no pretense of writing accurate history, tho he does hold as faithfully as possible to the true characteristics of its main actors. It is a portrait of an ambitious woman who feels her power slipping from her as age comes on.

**Rudolf, Robert de Montjoie**

The treasure league. 185p. front. (col.) D [n. d.] N. Y., Macmillan \$1

An English story for boys and girls in their early "teens."

**Sadler, Alfred John**

Story-sermons for juniors; with an introd. by Calvin W. Laufer. 224p. D [c. '23] N. Y., Abingdon Press \$1.50

**Scott, Walter Dill and Clothier, Robert C.**

Personnel management; principles, practices and point of view. 657p. (7p. bibl.) diagrs. O c. Chic., A. W. Shaw \$4

The basic principles of personnel administration discussed in their practical application to problems of management.

**Sedgwick, Henry Dwight**

Ignatius Loyola; an attempt at an impartial biography. 412p. O c. N. Y., Macmillan \$3

**Richardson, Ethel**

The immigrant child in the public schools. 29p. O (Supt. of pub. instruction; bull. no. 5b) '22 Sacramento, Cal., Cal. State Pr. Off. pap. apply

**Riley, John L.**

Administration and organization of immigrant education in the state of N. Y. 35p. O (Univ. of state of N. Y. bull.; no. 765) '22 Albany, N. Y., Univ. of State of N. Y. Press pap. 10 c.



**Seelye, Laurens Clark**

The early history of Smith College, 1871-1910. 251p. il. O '23 Bost., Houghton \$2

**Sergel, Roger L.**

Arlie Gelston. 420p. D c. N. Y., Huebsch \$2

A first novel indorsed by Sherwood Anderson, Ben Hecht and Theodore Dreiser as a realistic and convincing study of commonplace lives in a dingy little Iowa town.

**Sherwood, Robert Edmund, ed.**

The best moving pictures of 1922-23. 365p. il. D [c. '23] Bost., Small, Maynard \$2.50  
Including also "Who's Who in the Movies" and "The Yearbook of the American Screen."

**Shotwell, Walter Gaston**

The Civil War in America; 2 v. 406p.; 386p. O '23 N. Y., Longmans set \$10

**Smith, Alpheus Wilson**

The elements of applied physics. 497p. il. O '23 N. Y., McGraw-Hill \$3

**Smith, Walter Whately**

The measurement of emotion; with a foreword by Wm. Brown. 183p. il. O '22 N. Y., Harcourt \$3.50

**Somerville, Edith A. E. and Ross, Marlin, pseud. [Violet Florence Martin]**

Wheel tracks. 294p. il. O '23 N. Y., Longmans \$4

In many ways a companion to the autobiographical volume by the same authors, entitled "Irish Memories." It treats of childhood and friends in Ireland and introduces the celebrated West Carberry Foxhounds.

**Spilker, John B.**

Real estate business as a profession; rev. ed. 363p. il. O [c. '21-'23] Cin., Stewart Kidd \$4

The story of the real estate business as it was, is, and will be, written by the instructor in real estate at the University of Cincinnati.

**Stafford, Russell Henry**

Finding God. 219p. D c. N. Y., Macmillan \$1.50

The book is an outgrowth of some years' experience in dealing with the religious problems of university students.

**Stage illusions and entertainments. 151p. il. diagrs. D [n. d.] N. Y., Funk \$1**

Explains the work of the amateur stage carpenter and scene-painter, gives instruction on producing various stage noises and effects, has a chapter on the art of theatrical make-up, etc.

**Stanard, Mary Mann Page Newton [Mrs. William Glover Stanard]**

Richmond, its people and its story. 259p. il. O c. Phil., Lippincott \$3.50

This wasn't intended as a record of all the facts

and dates in Richmond's life of more than three centuries, but rather as a sketch of that old young city, its atmosphere, spirit and personality.

**Starrett, Vincent**

Buried Caesars; essays in literary appreciation. 253p. D c. Chic., Covici-McGee \$2.50

Critical and interpretative papers on such literary figures as Arthur Machen, Ambrose Bierce, Stephen Crane, James Branch Cabell, "Michael Wood" and Anna Sewell.

**Steele, Harwood Elmes Robert**

Spirit-of-iron (Manitou-pewabic); an authentic novel of the North-West Mounted Police. 358p. D [c. '23] N. Y., Doran \$4

The author was born in the mounted police post at Fort MacLeod, Alberta, and brings first-hand knowledge into the writing of his story.

**Stringer, Arthur John Arbuthnott**

The diamond thieves. 416p. front. D [c. '14-'23] Indianapolis, Bobbs-Merrill \$4

Clever criminals and still more clever agents of law and order clash in this story of the underworld's four hundred.

**Swinnerton, Frank Arthur**

Young Felix. 439p. D [c. '23] N. Y., Doran \$2

The intimate story of the Hunters who are invariably gay in the face of disastrous circumstances; and particularly the story of Felix, who is two years old when the book opens.

**Symons, Arthur**

Dramatis personæ. 358p. O [c. '23] Indianapolis, Bobbs-Merrill \$2.50

Sketches, written in critical and reminiscent mood, of Conrad, Maeterlinck, Emily Brontë, Francis Thompson, Edgar Saltus, the Rosettis, Rejane, Sir Richard Burton, and others.

**Tassin, Algernon de Vivier**

The oral study of literature. 447p. D '23 N. Y., Knopf \$2.25

**Taylor, Robert Tunstall**

Surgery of the spine and extremities; a text book for students and practitioners. 560p. il. O [c. '23] Phil., Blakiston \$7.50

**Thomson, John Arthur**

The biology of birds. 447p. (11p. bibl.) il. (col. front.) O '23 N. Y., Macmillan \$5

The author, professor of natural history in the University of Aberdeen, was general editor of the popular "Outline of Science," published last year.

**Torrey, Reuben Archer, D.D.**

How to be saved and how to be lost; the way of salvation and the way of condemnation made as plain as day. 218p. D [c. '23] N. Y., Revell \$1.50

A series of sermons by a well-known evangelist and Bible teacher.

**Savage, Elmer Seth, and Maynard, L. A.**

Better dairy farming; the breeding, feeding, handling and care of dairy cattle. 258p. il. D '23 Ithaca, N. Y., Savage-Maynard Co. apply

**Spe'man, Walter Bishop**

The town of Cicero; history, advantages, and government. 69p. il. O [c. '23] Cicero, Ill., [Author] apply

**Van Wagenen, Kate**

A manual for teachers to accompany The modern speller and Dictation day by day; rev. ed. 40p. D c. N. Y., Macmillan pap. apply

Waltham directory, containing a general directory of the citizens, numerical house directory, business directory, city and county register. various p. map O c. '23 Bost., Sampson & Murdock, 375 B'way apply

**Wenzel, Frank**

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**Woodman, Hannah Rea**

Prof. Wright falls in love. 56p. D [c. '23] Poughkeepsie, N. Y., Woodman Plays Co. apply

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The sea-woman's cloak and November eve; two plays. 156p. D [c. '23] Cin., Stewart Kidd \$2; mor. \$7.50

Both plays are based on the legends and folklore of Ireland.

**Van Tuyl, George Henry**

Modern business mathematics. 318p. O [c. '23] N. Y., Am. Book Co. \$2.60

Sufficient material for two 80-hour courses in business mathematics for university classes.

**Veblen, Thorstein B.**

Absentee ownership and business enterprise in recent times; the case of America. 445p. D c. N. Y., Huebsch \$3

An application of Veblen's philosophy to the life of today and in particular to business as practiced in the United States.

Alcohol and prohibition in their relation to civilization and the art of living. 172p. (footnotes) O [c. '23] Phil., Lippincott \$2

A presentation of facts, based upon a careful, unbiased investigation of the alcohol question.

**Violette, Ebal Eleadah**

In Palestine at the empty tomb. 89p. front. (col.) D (In Palestine ser.) [c. '23] N. Y., Doran \$1.25

Combining the resurrection story with a graphic picture of Oriental life.

**Watkins, Shirley**

Jane lends a hand. 334p. il. D [c. '23] Phil., Jacobs \$1.75

The famous Winkler bakery with all of its traditions and secret recipes for cakes and pies, is on the verge of disaster because no one wants to carry on the business. Fourteen year old Jane Winkler solves the problem.

**Whitehead, Wilbur Cherrier**

Auction bridge; authoritative leads and

conventions of play; together with the proper responses by partner. 38p. T [c. '23] N. Y., Stokes \$1

**Whitley, Mary Theodora**

A study of the junior child for junior teachers; a textbook in the standard course in teacher training, outlined and approved by the International Sunday school council of religious education. 155p. (bibl.) S (3rd year specialization ser.) [c. '23] Phil., Westminster Press 60 c.

**Wiggin, Kate Douglas [Mrs. George Christopher Riggs]**

The guilt of happiness. 49p. front. S (The evergreen ser.) '23 c. '17 Bost., Houghton bds. 50 c.

A Rebecca Christmas story.

**Wilson, Edmund B.**

The physical basis of life. 51p. (3p. bibl.) il. O c. New Haven, Conn., Yale \$1.50

A lecture delivered before the American Association for the Advancement of Science, 1922, by the professor of zoology in Columbia University.

**Wolfe, Albert Benedict**

Conservatism, radicalism and scientific method; an essay on social attitudes. 368p. (footnotes; 4p. bibl.) O c. N. Y., Macmillan \$3.50

By the professor of economics in Ohio State University.

**Wylie, Elinor Hoyt [Mrs. William Rose Benét]**

Jennifer Lorn: a sedate extravaganza, complete herein in three books. 302p. D c. N. Y., Doran \$2.50

Illuminating episodes in the lives of the Hon. Gerald Peonyard and his bride.

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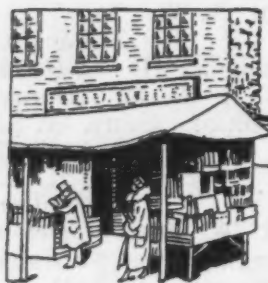


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## Old and Rare Books

Edited by Frederick M. Hopkins



IT is a significant fact that the highest prices in both the Gable and Quinn sales were paid for autograph letters and manuscripts.

The November number of Thomas F. Madigan's *Autograph Bulletin* contains, among other rare and valuable literary and historical material, a set of the autographs from Washington to Harding, and with few exceptions all were written and signed while they were in the Presidential office.

It is interesting to compare the prices of the Conrad manuscripts recently sold at Anderson's with those realized in London in 1831 for Scott's manuscripts of the *Waverly Novels*, the year before the great novelist's death. In the Quinn sale Conrad's manuscript of "Victory" brought \$8,100; in the sale of Scott's manuscripts the highest price, £50, was paid for the manuscript of "Rob Roy." It should be remembered that Scott was the most popular writer of his time.

Ernest R. Gee & Co., of this city, has just issued a catalog of sporting books, comprising the subjects of angling, big game, coaching and driving, fox hunting, shooting, sporting memoirs, together with books with colored plates, books illustrated by Rowlandson, and original drawings and prints. Collectors interested in these subjects will find this catalog well worth their attention.

"Rare Books of Freemasonry," by Lionel Vibert, has just been issued in book form. Part of its contents appeared in the *Bookman's Journal*. As now completed, the volume makes a guide of unique value to all rare Masonic publications, both for the collector and the dealer. Copies are obtainable at the offices of the *Publishers' Weekly*, American agents, at \$2.00 a copy.

Part II of the library of the late William F. Gable, of Altoona, Pa., consisting of Americana, will be sold at the American Art Galleries December 3, 4 and 5. This

part includes autographs of the signers of the Declaration of Independence, Presidents, eminent figures of the Colonial, Revolutionary and Civil War periods, a most unusual collection of Lincolniana, works of Paine, letters by Washington, the Adamses, Monroe, Grant, Jackson, Roosevelt, and an important collection of writings and books printed by Benjamin Franklin. The books and pamphlets cover a wide range of American history.

Irvington-on-Hudson has been celebrating its 50th anniversary. An exhibition of historical relics loaned by the oldest families have been on view in the town hall. The exhibits included autograph letters and documents, among them those of Washington and Napoleon, and newspapers of various periods, Colonial, early days of the Republic, and the Civil War. The exhibition has attracted a great deal of attention.

Camden, the home of Whitman in his last years, paid a tribute to the poet on November 17, when it dedicated his house at 330 Mickle Street, as a memorial. The exercises began in the City Hall where Dr. Alexander McAllister, Whitman's physician and friend delivered an address. Dr. John Duncan Spaeth of the faculty of Princeton University spoke of Whitman's later years spent in Camden, when some of his best work was done. After Dr. Spaeth's address, a bronze tablet was unveiled. Its inscription reads: "Here lived the Good Gray Poet, Walt Whitman, from 1884 to the date of his death, March 26, 1892."

A volume of Fox's "Book of Martyrs" in iron binding with a chain attached, formerly the property of the late William Harris Arnold, bookseller and collector, has been presented to the University of Edinburgh by Mrs. Arnold. The volume is one of a set forming the seventh edition of the work, issued in 1632. The university already possessed the second volume and the appendix to the third, both in iron bindings and chains, but it lacked the main part of the third volume, the one presented by

Mrs. Arnold. It still lacks the first volume. Mrs. Arnold was led to make the presentation thru hearing of the volumes in the university collection and thru her belief that the volume which her husband had owned had originally belonged to the same set. The belief is supported by the fact that the second volume and the newly acquired one bears the inscription "William Greetorix." Mrs. Arnold caused to be inserted under her husband's bookplate the following inscription: "This volume is sent home to the University of Edinburgh to rejoin its companions, in happy memory of Mr. Arnold's close relations with the old country, by Gertrude Weld Arnold and Weld Arnold."

In the recent Gable sale at the American Art Galleries there was an interesting autograph letter written by James Whitcomb Riley to Madison Cawein, the poet, back in January, 1891, in reference to Rudyard Kipling, the young English author. The letter reads in part: "Have you vast patience and abiding faith? Then, dear man, bear with me a little. Just in a perfect vortex of conflicting duties all of the time or I should have long ago written to you. Have just got hold of Kipling's 'Departmental Ditties' (what a waxy mouthful o' cumbersome title that is!) '& Barrack Room Ballads' (Ouch! rest your jaws at the ache end of the title entire!) He's a Queer Kuss. Some of him's wonderful and there is a spoor of grains strung clean thru whatever he does. But he is not ripe yet, or planted next field to the pumpkins. His 'plunk's' is all right, but his 'meat's' too 'petty' and too pale a pink. Lo, he must lie yet awhile in the dew and gasp with his pores and suck in sweeter juices, and more of the mellowing brand—not the maddening kind. He is so near being perfect that it would be as bad as Chatterton should he fail now—and he won't."

A great deal has been written in the English papers about the Guildhall Library in London since the celebration of the 500th anniversary of its founding in September. One of its outstanding collections, and one in which Englishmen take pride, is its books, prints and documents relating to London. In 1824 it was decided by the city corporation to make the collection as fully as possible illustrative of the history, laws, manners and customs of London, and this object is still being pursued. There are copies of all of the London directories issued since 1677, when the first was pub-

lished. The complete file of the *London Gazette*, includes the number for September 3, 1666, in which it is announced that the printing and publishing of the paper has been delayed owing to the "fire now raging in the City." Another prized possession is the file of the *London Times*. Almost everything that has been printed about London archeology, history and typography is available. There are also books from the presses of the early London printers and London editions of notable writers of the sixteenth and seventeenth centuries. The prints, drawings and maps of London are innumerable and there is an extensive and fine collection of portraits of London celebrities.

Harry Marks, at 187 Broadway, New York City, has just issued an invitation to the exhibition of the works of Arthur Machen, which will be on view from November 20 to December 10. This will include first editions, original autograph manuscripts and other interesting material.

## Auction Calendar

**Wednesday morning, November 28, at 10:45.** Rare Americana, pamphlets, broadsides, books and autographs. (No. 164; Items 156.) Charles F. Heartman, 612 Middlesex Ave., Metuchen, N. J.

## Catalogs Received

**Americana and miscellaneous books, both new and used.** (No. 41; Items 625.) A. J. Huston, 92 Exchange St., Portland, Maine.

**Autograph letters, historical documents and manuscripts.** (No. 451; Items 725.) Francis Edwards, 83, High St., Marylebone, London, W. 1, England.

**Books out-of-the-way and curious, first editions, early juvenile and chap books, etc.** (No. 13; Items 866.) Meredith Janvier, 14 West Hamilton St., Baltimore, Md.

**Choice books, including first editions and association copies.** (No. 3; Items 672.) Alexander Greene, 816 Cass St., Chicago, Ill.

**Choice English books, many rare and curious.** (Items 1310.) The Ex-Officers Book Union, 16 Rathgar Ave., West Ealing, London, England.

**Early acts and laws, reports, legal classics, etc.** (No. 24.) Central Book Co., 93 Nassau St., New York City.

**First editions.** (No. 53; Items 178.) Alfred F. Goldsmith, 42 Lexington Ave., New York City.

**Miscellaneous books.** (No. 33; Items 928.) R. S. Frampton, 37 Fonthill Road, Finsbury Park, London, N. 4, England.

**Nationalökonomie Rechtswissenschaft.** (No. 528; Items 1067.) Karl W. Hiersemann, Königstrasse 29, Leipzig, Germany.

**Natural history, topography, etc.** (No. 19; Items 1033.) The Chelsea Bookshop, 9 Pond Place, Fulham Road, London, S.W. 3, England.

**Rare books on drama, occult, poetry and books about books.** (No. 31.) Shepard Book Co., 408 South State St., Salt Lake City, Utah.

**Rare, curious and interesting books, old and modern.** (No. 17, New Series; Items 518.) Albert Britnell, 815 Yonge St., Toronto, Canada.

**Second-hand books, comprising books printed before 1600, colored plate, sporting and ornithological works.** (No. 356; Items 1376.) Thomas Thorp, 109 High St., Guildford, England.



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## BOOKS WANTED

William Abbott, Tarrytown, N. Y.

Harmon's Journal, 1820.  
Colonial Mchts., Schlesinger.Adairs Bookstore, 1715 Champa, Denver, Col.  
My Story, Tour L. Johnson.

Albion College Library, Albion, Mich

Complete sets of the following for the past five or ten years: American Naturalist; Biological Bulletin; Journal of Experimental Zoology; Journal of Microscopy; Botanical Gazette; Journal of Geology.

Dictionary of National Biography, Stephens &amp; Lee, Macmillan.

Encyclopaedia Britannica, 11th ed. &amp; new vols.

Alcove Book Shop, 936 Broadway, San Diego, Cal.  
Kinsley, Circle of Useful Knowledge.  
Secrets of Wise Men, Chemists, Physicians.Am. Bap. Pub. Soc., 223 Church St., Toronto, Can.  
Their Mutual Child; Little Warrior; Little Migget; Prince and Betty; Something New, Woodhouse.  
The Early Religion of Israel, Rev. James Robertson.  
Lives of Defence of the Biblical Revelation, David Samuel Margoliouth.Amer. Bapt. Pub. Soc., 125 N. Wabash Ave., Chicago  
Grace and Glory; Risen with Christ, Gordon.  
Orr, Neglected Factors in the Study of Early Progress of Christianity.  
Scofield, Correspondence Course Complete.  
Banks, The Bible and the Spade.American News Co., 9 Park Pl., New York  
Old Seaport Towns of the South.W. H. Andre, 607 Kittredge Bldg., Denver, Col.  
Prosper Merimee, set.Aries Book Shop, 116 Delaware Ave., Buffalo, N. Y.  
System of Applied Optics, Denis Taylor.  
At Even Tide, Fannie Crosby.Auditorium Bk. Store, 1407 Arapahoe St., Denver  
Vitality, Fasting & Nutrition, Carrington.Augustana Bk. Concern, Rock Island, Ill.  
Pictorial Life of Christ.Bailey's Bk Store, Vanderbilt Sq., Syracuse, N. Y.  
Between You and Me, Lauder, 2 copies.  
A Minstrel in France, Lauder, 3 copies.

G. A. Baker, 144 E. 59th St., New York

Tassin, The Magazine in America, D. M. Co.  
Shields, Cults of Lesbos.  
DeVries, Holland's Influence on English Language and Literature.  
Yale Studies in English, vol. 1.  
Cook, Concordance to Gray's Poems, 1908.  
Strindberg, Advent., 1914.  
Mencken, Damn, 1918.  
Sandberg, Chicago Race Riot, 1919.  
O'Neil, Gold, 1920.  
Carlsen, Relations of the U. S. with Sweden, 1921.Wm. Ballantyne, 1409 F St., Washington, D. C.  
Abdullah, The Man on Horseback, McCann.  
Longfellow, The Works of, vol. 6; Poetical Works of, vol 3; De Luxe ed., The Davos Press.Baptist Stand. Pub. Co., 1015 Main St., Dallas, Tex.  
Grace in Galatians, Bishop.  
Standard Cantatas, George Upton.  
Hymns Historically Famous, Nicholas Smith.  
Reconstruction in Theology, King.  
Studies in Worship Music, 1st series, Curwen.Barnes & Noble, 76 5th Ave., New York  
Harvard Classics, vol 5, Alumni ed., will pay good price for this volume.H. C. Barnhart, 35 W. Market St., York, Pa.  
Mr. Squim and Some Male Triangles, A. R. Taylor.  
Cecelia of the Pink Roses, K. H. Taylor, Grosset ed.  
Mechanical Drawing, Inter. Corresp. School Ref. Lib.N. J. Bartlett & Co., 37 Cornhill, Boston  
Maurice, Paris of the Novelist, Doubleday, 1919.Batterton's Bk. Store, 939 6th St., San Diego, Cal.  
Whitemore, Henry, Our New England Ancesters and Their Descendants, 1620-1900.F. M. Behymer, 1204 Olive St., St. Louis  
Encyclopedia of Comedy, Ben Jansen.Bell Bk. & Stationery Co., Richmond, Va.  
Wendling's Lectures.  
Stonewall Jackson.

## BOOKS WANTED—Continued

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Saul of Tarsus.  
 Man of Galilee.  
 C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York.  
 Schofield's General Telegraph A B C 5th Improved.  
 Peterson Banking, Samper's Code.  
 Western Union, Lieber's 5-Letter Codes.  
 Any American-Foreign Language Code.  
 Bibliophile, 166 Brookside Ave., Mt. Vernon, N. Y.  
 Bandello, Twelve Stories.  
 Beaumont, Sword and Womankind.  
 Count Lucanor, 50 Pleasant Tales.  
 Dolly Morton.  
 Forberg, Figuræ Veneris.  
 Gynecocracy.  
 Poetica Erotica, 2 vols.  
 Rose Fielding.  
 Trollope, Orley Farm, 1st ed., orig. cloth.  
 Wales, The Yoke.  
 Bd. of Christian Educ. of the Presby. Church, 120 Witherspoon Bldg., Philadelphia  
 Spirit of Sweetwater, Garland.  
 Bobbs-Merrill Co., Indianapolis, Ind.  
 The Steering Wheel, by Robert Alexander Wason.  
 Book Shelf, 112 Garfield Pl., Cincinnati, O.  
 Barrett Wendells' William Shakespeare.  
 Booke Shop, 4 Market Sq., Providence, R. I.  
 Douglas, South Wind, Dodd Mead ed.  
 Doyle, Sir Nigel.  
 Stevens, Deirdre, 1st Eng. ed.  
 Charles L. Bowman, 118 E. 25th St., New York.  
 Roe, The Maid of the Whispering Hills.  
 Brentano's, 218 S. Wabash Ave., Chicago  
 A Kempis, Imitation of Christ, Edith Cavell ed.  
 Anderson, Romance of Botticelli.  
 Bourne, Revolutionary Period in Europe.  
 Burne, Jones, Memorial of Sir Edward Burne Jones Macmillan.  
 Cowles, Science and Philosophy of Life, Lewis P. Matthews.  
 Cowles, Art of Story Telling.  
 Crile, Man, An Adoptive Mechanism.  
 Crile, Man, Machanistic Theory of Life.  
 Davis, Our English Cousins.  
 Gracian, Art of Wordly Wisdom, Macmillan.  
 Green, The Filligree Ball.  
 Hanson, With Sully in the Sioux Land.  
 Hanson, With Carrington on the Bozeman Road.  
 Harland, His Great Self, Lipp.  
 Hendrick, Story of Life Insurance.  
 Hodgkins, Lay Religion, Macmillan.  
 Merriman, Woodward, Higher Mathematics.  
 Millay, Few Figs from Thistles, Green pap. covers.  
 Mitchell, Business Cycles, Memoirs of the University of California, vol. 111, Pub. by the Univ. of California Press.  
 Muskan, Tour in England, Ireland & France.  
 MacDonald, Warlock of Glenwarlock.  
 Macphie, Homeland of the Bible.  
 Scott, Elliott, The Story of Atlantis, with four maps.  
 VonMack, Germany's Point of View.

Brentano's, 5th Ave., & 27th St., New York  
 Romance of a Poor Young Man, Octave Feuillet.  
 The Sense of Beauty, an Outline of the Aesthetic Theory, Geo. Santayana.  
 Caruthers Affair.  
 From Clue to Climax.  
 Mute Confessor.  
 Westerfelt.  
 The Woman Who Trusted.  
 Lost Borders, Mary Austin.  
 The Law and the Lady, Wilkie Collins.  
 Poems of Philip James Bailey, Fistus.  
 Catherine Storza, P. D. Pasolini.  
 Richard Yea and Nay, Maurice Hewlitt.  
 Interchurch World Movement, Steel Strike of 1919, paper ed.  
 Recollections of My Youth, 2 copies, Nelson.

## Brentano's, New York—Continued

Foreign Finches, Butler.  
 When It was Dark, Guy Thorne.  
 Early American Bottles and Flasks.  
 Profiles, vol. of Verses, Arthur Ketchum.  
 From the Hidden Way, J. B. Cabell.  
 Principles of Land Values, Richard M. Hurd.  
 Life Transfigured, Lillian Whiting.  
 In His Name, E. E. Hale.  
 Landscape and Figure Composition in Portraiture, Sadakichi Hartman.  
 Creative Will, W. H. Wright.  
 German Atrocities, Lord Bryce.  
 Ernstone, 2 vols, W. Von Hillern.  
 Paddlers and Politics Down the Danube, Poultney Bigelow.  
 The American Pilgrims Way in England, M. B. Huish.  
 First Lady in the Land, Davies & Midlinger.  
 Blind Children, Zangwill.  
 The New Word, Allen Upward.  
 A Sienese Painter of the Franciscan Legend, Bernard Berenson.  
 The Life Worth Living, 2 copies, Thomas Dixon.  
 Herself, Ethel Sidgwick.  
 Essay on Burns and Scott, Carlyle.  
 India and the Future, Archer.  
 Gray Days and Gold, Wm. Winter.  
 Shakespeare's England, Wm. Winter.  
 Spirit of 1776—an Episode in the Life of Col. Allan McLane, 2 copies, Mitchell.  
 In Closed Territory, E. B. Bronson.  
 Prose Works of Wagner, W. Ashton Ellis.  
 The Cities of Spain, Edward Hutton.  
 A Bath in an English Tub, Loomis.  
 Evolution, Expression and Sensation, John Cleland.  
 Any novel by Roy Rolfe Gibson.  
 Letters on Reasoning, Jim Robertson.  
 Experimental Science, George M. Hopkins.  
 Big Book of Fairy Tales, ed by Walter Jerrold.  
 Children of the World, Heyse.  
 Mexican People, Gutierrez de Lara & E. Pinchon.  
 Political Shame of Mexico, E. Bell.  
 Pancho Villa, Peon Chief, M. Francisco.  
 Terror of Mexico, 1916, Max Stein.  
 International Cook Book, 1 or 2 copies, Phillipini.  
 Whole Duty of Man, pub. S. P. C. K.  
 Princess of Mars; Gods of Mars; War Lord of Mars, regular eds. not reprint eds., Burroughs.  
 Silver Sandles Clinton Stagg.  
 The Making of George Croton, Bruce Barton.  
 Vichy Van Allen.  
 River Fugitives, Edward S. Ellis.  
 Tom Scott.  
 The Every Day of Life, J. R. Miller.  
 Handbook of Travel, Howard Travellers Club.  
 Seed of the Sun, Wallace Irwin.  
 An Ocean Tragedy, Clark Russell.  
 Come Out to Play, M. E. F. Irwin.  
 Secret Doctrine, English ed., Blavatsky.  
 Alpine Flowers and Rock Gardens, Walter P. Wright.  
 Our Own Weather, Martin.  
 Golden Legend, Jacobus de Voragine.  
 Memoirs of Lord de Joinville, trans. by Mrs. Wedgewood.  
 The Tragedy of Sir Frances Bacon, Harold Bayley.  
 John W. Francis, Old New York.  
 Hare, Story of Two Noble Lives.  
 Secret Doctrines, Madame Blavatsky.

## Brentano's, F &amp; 12th Sts., Washington, D. C.

Holmes, On Federal Taxes.  
 Hapgood, Story of a Lover.  
 Mitchell, Last American.  
 Wells, Satire Anthology.  
 Murray, Rise of Greek Epic.  
 American Jew 1888, Minerva Pub. Co.  
 Curtis, Science of Draw Poker.  
 Hoare, Italian Dictionary.  
 1000 Flashes French Wit, Wisdom and Wickness.  
 Brick Row Bk. Shop, 104 High St., New Haven, Ct.  
 Keats Poems, pub. Buffalo.  
 Holmes, Puerperal Fever, 1843.  
 Nathan Smith's Memoirs.  
 Monk of the Mountain.  
 Bonner's Prophecies, pub. Robt. Clarke & Co., 1892.



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**Brick Row Bk. Shop, 19 E. 47th St., New York**  
 Dr. Chase's Recipes.  
 Clive Bell, *Antaomy of Philosophy of Expression*.  
 Stephen Crane 1st eds.

**Bridgman's Book Shop, Northampton, Mass**  
 Zola's *Downfall*, in English.  
 Guilds of Florence, Staley.

**Morris H. Briggs, 5113 Kimbark Ave., Chicago**  
 Budish & Soule, *The New Unionism*, 1920.  
 First eds., Arnold Bennett; H. C. Bunner; J. L. Fords; Conan Doyle; Angus Wilson.  
 Munkittrick, *Farming*, illus. Frost, other 1sts.  
 Narratives of Indian Captivities.  
 Lakeside Library, pub. Chicago, any titles.  
 Ambrose Bierce, any eds. of stories.  
 Hearn, 1st eds. and books about him.  
 Odd vols. of Nietzsche, in English.  
 1st eds. modern American poets such as Frost, Robinson, Millay, Sandburg, Amy Lowell, Vachell Lindsay, also any A. L. S.  
 Nathan, *Autumn*, Poems, other 1st eds.  
 Starrett, Arthur Machen, others on Machen.  
 Books on Big Game Hunting, anything.  
 Lincoln Bibliographies, priced auction catalogs, catalogs, pamphlets, broadsides.  
 Betts, *Roosevelt Letters*.  
 Roosevelt, *Some American Game*, 1897.  
 Anything by or about Roosevelt, books, pamphlets, letters mss., souvenirs.

**Burgersdijk & Niermans, Librarie, Leyde, Holland.**  
*Journal of Geology*, vol. 1, a. follow.  
*Economic Geology*, vol. 1, a. follow.

**Burrows Bros. Co., 633 Euclid Ave., Cleveland, O.**  
 Living Masters in Music, Hullah.  
 Quinneys Story, Vachel.  
 When Tragedy Grins, White.

**W. A. Butterfield, 59 Bromfield St., Boston.**  
 Tales of a Cruel Country, Brentano.

**Campion & Co., 1313 Walnut St., Philadelphia, Pa.**  
 Red Letter Days of Sam'l Pepys.

**Capitol Bk. Store, 138 N. Delaware St., Indianapolis.**  
 History French Revolution, Thier.  
 Call of the Blood, Hitchens.  
 Friar Tuck, Wasson.  
 Set, Mark Twain.  
 Automatic Stokers for Boilers.  
 Medical Dictionary.  
 Farm Ballads, Carleton.  
 History World War, Simonds.  
 Books on Engraving.  
 Set, Book of Knowledge.  
 Tennessee History.  
 Appleton, Ency. of Biography, vols. 7, 8, 9.  
 Precious Stones.  
 Meteorology, Milham.  
 History of English Law, Pollock & Maitland.  
 Damon and Pythias.  
 Vanishing Cracksmen, Hanshew.  
 Last Letters of a Living Dead Man, Barker.  
 Books on Wood Composition.  
 Ency. Britannica, 11th ed.

**Carson Pirie Scott & Co. 1 S. State St., Chicago.**  
 Popular Botany and the Living Plant From Seed to Fruit, A. E. Knight & Edward Step, Henry Holt & Co., retail price \$2.50.

**Geo. M. Chandler, 75 E. Van Buren St., Chicago.**  
 Bradford, Plymouth Plantation, 1856.  
 Burroughs, Whitman, Poet and Person, 1867.  
 Butterfield, History of the Girtys.  
 Coues, Lewis & Clark, 4 vols.  
 Ford, W. C., Washington, 2 vols., 1900.  
 Lang, Ballads and Lyrics of Old France, 1st ed., 1872.  
 Longfellow, Poems, Phila., 1845, with portrait.  
 Masson, Life and Times of Milton, 7 vols.  
 McTyeire, History of Methodism.  
 Moore, Deacon John, Genealogy, E. J. Moore.  
 Nicolay & Hays, Lincoln, 10 vols.  
 Remington, Crooked Trails.

## G. M. Chandler—Continued

St. Beuve, Essays, 3 vols.  
 Saunders, Indians of the Terraced Houses.  
 Scarlet Clown's Courage, Badger.  
 Stevenson, Something of Men I Have Known.  
 Late, Resurrection of Jesus Christ.  
 Nixon, Lowly Nazarene.  
 Life of Wild Bill and Buffalo Bill.  
 Strindberg, Confessions of a Fool.  
 Massie, Profit of Nazareth.  
 Banfield, Confessions of a Beachcomber.  
 Kenan, Speeches and Lectures.  
 Shaw, Loves of Shakespeare.  
 Boccaccio, Life of Dante.  
 Dana, Story of Jesus.  
 Danton, Seven Champions of Christianity.  
 Dods, Sermon on the Mount.  
 Carpenter, Great Charter of Christ.  
 Dracon, The Lord's Prayer.

**Chic. Cut Rate Bk. Co., 445 S. Dearbon St., Chicago**  
 National Geo. Mag., 1900 to 1906 inc.; Mar., Aug. Nov., 1907; Jan., 1908.  
 Vagabond Verses.  
 Vol. 2, Wells, Outline of History.  
 Vol. 1, Monk & Knight, Gunsaulus.

## City Library, Springfield, Mass.

Barnum, Struggles and Triumphs.  
 Ellison, Upward Trail.  
 Hartshorne, Worship in the Sunday School, Teachers College.  
 Man in the Street Stories, Ogilvie.  
 Webster, Quilts, Doubleday.  
 Whidden, Ocean Life in the Old Sailing Ship Days, Little.  
 Wilde, Ancient Cures, Charms, and Usages of Ireland, Ward.  
 Hasluck, Paul N., ed., Wood Carving, McKay.

**Arthur H. Clark Co., 4027 Prospect Ave., Cleveland**  
 Foster & Kimball, Geology and Metallurgy of Iron Ores of Lake Superior, 1866.  
 Quigley, What Dress Makes of Us.  
 N. Y., Times Annalist, vols. 1, 2, 1913-14.  
 Confederate States of Amer., Statutes passed at 3rd Session of 1st Congress, 1863.  
 Confederate States of Amer., Statutes passed at 4th Session of 1st Congress, 1863-64.  
 Cable, Creoles of La.  
 Garesche, Story of Martinique and St. Vincent's Horrors.  
 Van Tyne, Loyalists in Amer. Revolution.  
 New York Times, Daily ed., from beg. to 1858, 1884 to end; 1873-1898; also any long runs.  
 Middleton-Wake, Invention of Printing.  
 Shells, any books on.  
 Twain, Tom Sawyer, early ed.  
 Tammas Bodkin.  
 Johnny Gibb.  
 Galt, John, Ayrshire Legative; Annals of the Parish; Sir Andrew Wylie; The Entail; The Provost; Lawrie Todd.  
 Craftsman, N. Y., vols. 1-8.  
 Life Assurance, anything on.  
 Inman, Stories of Old Sante Fe Trail, 1881.  
 Beckwith, Creoles of St. Louis.  
 Hildreth, Dragoon Campaign to R. Mts., 1836.  
 Carvalho, Incidents of Travel and Adventure, 1856.  
 Coyner, Lost Trappers, 1859.  
 James, Psychology.  
 Whitney, Black Oxide of Copper at Copper Harbor, Mich., 1849; Lake Superior Copper and Iron District, 1849; On the Occurrence of Ores of Iron in Azoic System, 1855.  
 Dellenbaugh, Breaking the Wilderness.  
 Copper and Copper Industry of Lake Superior District, any books on.  
 Beer, British Colonial Policy.  
 Peet, Ancient Monuments and Ruined Cities.  
 Matthews, Navajo Indians, 1897.  
 Coffinberry, Forest Rangers, 1842.  
 Bonneville, B. L. E., Adventures by Irving, 1832.  
 Marcy, Prairie Traveller.  
 Moorehead, Stone Age in N. Amer., 2 vols.  
 Paxton, Annals of Platte County, Mo.  
 Hearn, Fantastics and Other Fancies, 1911.  
 Ency. Britannica, 11th Cambridge ed., India paper, 29 vols.  
 Freeman, Down the Yellowstone.

## BOOKS WANTED—Continued

## A. H. Clark Co.—Continued

Downshend, Wild Life in Fla.  
Mineral Region of Lake Superior, 1858.  
John Clark Co., 1783 E. 11th St., Cleveland, O.  
Jarnes, Naval Actions of the War of 1812.  
Butterfield, History of the Girtys.  
Fullum, Biographical Register of U. S. Military Academy, vols. 3 to 6B.  
Leonard, Byron and Byronism in America.  
Assoli, M. F., Art, Literature, and the Drama.  
Hatt, Donn, Any books by.  
Review of Reviews, American ed., vols. 1 to 3.  
Stevenson, R. L., Novels and Tales, Scribner ed. of 1907, in buff buckram binding with red leather labels, vols. 2, 6, 8, 10, 13, 15, 20 and 24.

Colesworthy's Bk. Store, 66 Cornhill, Boston.

Watts' Chemical Dictionary, 8 vols.

Thorp's Industrial Chemistry.

Problems in Theoretical Mechanics, Walton.

Balacava, Crimean War, My Diary in India, Sir Wm. Howard Russell.

## Columbia University Library, New York.

Beerbohm, Max, Zuleika Dobson, Modern Library ed., Boni & Liveright.

Keats, J., Poems ed. by Selincourt, Dodd, 1921.

Story, Joseph, Commentaries on Equity Pleadings, 10th ed., 1892.

Hume, David, Dialogues Concerning Natural Religion, any ed.

Overloch, T. W., Foreign Financial Control in China, Macmillan, 1919.

High, Stanley, China's Place in the Sun, Macmillan, 1922.

Columbus Bk. Exch., 10 E. Chestnut St., Columbus, O.

The Hayden Family by Jabez Haskell Hayden, 1888.

The Hayden Family by John Hayden.

The Jukes Family.

## Converse Memorial Library, Amherst, Mass.

Cowes, E., ed., Expedition of Zebulon M. Pike, 1805-1807, To Headwaters of the Mississippi, F. P. Harper, 3 vols.

Hoffding, H., Problems of Philosophy, Preface, Wm. James, Macmillan, 1905.

Silberstein, L., Vectorial Mechanics, Macmillan, 1913.

## Cornell Co-operative Society, Ithaca, N. Y.

Two copies, De Bary, Comparative Morphology & Biology of Fungi, Mycetozoa & Bacteria.

Cosmopolis Press, 257 W. 71st St., New York.

Havelock Ellis' 6-vol. set of The Psychology of Sex.

## Dartmouth College Library, Hanover, N. H.

Haber, Thermodynamics of Technical Gas Reactions, tr. Lamb.

Harper, Trend in Higher Education.

Doyle, Poison Belt.

Ross, A theory of Pure Design.

General Electric Review, vol. 24, no. 2.

Mining & Scientific Press, Indices to 109, 111, 112, 115, 116.

Dauber & Pine, Inc., 83 Fourth Ave., New York.

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Detroit Bk. Shop, 2022 Hastings St., Detroit, Mich.

Books on Crystal Gazing, cheap copies.

Detroit Public Library, Detroit, Mich.

Boyd's, Appreciations and Depreciations.

Brown, Genesis of the United States, 2 vols.

## Detroit Public Library—Continued

Johnson, From Dixie to Canada Romance and Realities of the Underground Railroad.

Kropotkin, Conquest of Bread.

Stanley, In Darkest Africa.

Winter, Shadows of the Stage, 3 vols.

DeWolfe & Fiske Co., 20 Franklin St., Boston.

A Year in the Great Republic, Bates.

Footfalls on the Boundary of Another World, Owen.

Researches on Magnetism, etc., Reichenbach.

Experimental Investigation, etc., Hare.

Debatable Land, etc., Owen.

What Am I, Cox.

Narratives of Some of the Lord's Dealings with George Muller.

Ship Building Encyclopedia.

Forty Puddings.

Sound and Music, Zahm.

Memoirs of an Active Life, Flint.

Animis and Spiritism, Aksatoff.

Dixie Bus. Bk. Shop, 140 Greenwich St., New York.

Cox's Classified C. P. A. Problems and Solutions.

Industrial Depressions, Hull.

Story of the R.R., Warman.

Technical Position of the Market, Sexsmith.

American Rys. as Investments, Snyder.

Chas. H. Dressel, 552 Broad St., Newark, N. J.

Smith, Sampling or Assaying of Precious Metals.



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H. & W. B. Drew Co., Jacksonville, Fla.

Bingham's Latin Grammar.

E. P. Dutton & Co., 681 Fifth Ave., New York.

Anonymous, The Scripture Club of Valley Rest.

Bertrand, Life of St. Augustin.

Clerke, Modern Cosmogonies.

Century Magazine, Nov. and Dec., 1883.

Crane, S., A Souvenir and a Medley, 1896; Wounds in the Rain, New York, N. D., 1900.

Dickinson, Appearances.

Gray's Odes, 1st ed., Strawberry Hill Press.

Hershey, International Law and Diplomacy as Applied During Russia Japanese War.

Habberton, All He Knew; The Jericho Road.

Huxley, Jonah, 1st ed.; Hassan, 1st ed.

Kellogg, Insect Stories.

Lenotre, Vieilles maisons vieux papiers, Eng. ed.

Livingston, Greek Gamius and Its Meaning.

Malcom, H., Travels in Southeastern Asia.

Margravine de Baireuth, Memoirs.

Psychology, May, 1923.

Rise of Greek Epic.

Sabatini, Torquemada.

Smith, E., Migrations of Early Culture.

Sage, Salmon and Trout.



## BOOKS WANTED—Continued

## E. P. Dutton—Continued

Six Stories from Lippincott, 1890 and 1891.  
 Fine Stories from Lippincott, 1890, 1891.  
 Spalding Baseball Guides, 1877, 1878, 1879, 1880.  
 Spalding Baseball Record, 1913.  
 Spalding Official Athletic Almanac, 1893 to 1903 inclusive.  
 Spalding Official Baseball Guide, 1877 to 1882, 1891, 1893 to 1897 inclusive.  
 Spalding's Official Football Guide, 1892 to 1894, 1897 to 1901, 1904 to 1908 inclusive.  
 Smith, Works of Benjamin Franklin.  
 Spectator, ed. by a Meserole, New York, 1892.  
 Saturday Evening Post, June 9, 1917; May 26, 1917.  
 Saturday Review, Jan. 29, for "The Time of the Breaking of the Nations," London, 1916.  
 Smith, Dwelling Houses of Charleston, South Carolina.  
 Smith, Music, How It Came to Be What It Is.  
 Simms, History of Schoharie Co.  
 Swinnerton, Historical Account of Presbyterian Church at Cherry Valley.  
 Story of the Innumerable Company and Other Sketches.  
 Seton-Watson, Racial Problems in Hungary.  
 Singleton, Story of the White House.  
 Sombart, W., Socialism and the Social Movement, trans. from the 6th ed. by Epstein.  
 Smith, Mother's Reply.  
 Scribner, Christmas, 1882.  
 Sargent, Trees and Shrubs, 1905.  
 Suttner, Memoirs of Bertha Von Suttner, 2 vols.  
 Smith's Financial Dictionary, 1903.  
 Smith, J., Maggie, yellow paper covers, 1891.  
 Stevenson, vol. 1 of Letters, Biographical ed., green leather; International ed., de Luxe, set; Essays and Criticisms, Boston, 1903; New Arabian Nights, New York, 1882; Weir of Hermiston, Chicago, 1896; Story of a Lie, Boston, 1904; The Master of Ballantrae yellow wrappers, New York, 1889; Ticonderoga, privately printed for his Hawaiian Majesty; El Dorado, one of 150 copies, New York, 1909.  
 The Surprise, vol. 1, no. 3, San Francisco, 1880.  
 Tranbel, With Walt Whitman in Camden, 2 vols.  
 Vinton, Pierre, Adventures of a Superfluous Husband.  
 Wilkins, Caroline the Illustrious, pub. Longmans, 1904.  
 Zola, Dr. Pascal, any ed.

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 Shimer, Introduction to the Study of Fossils.  
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 Trees, Phythian.

Fowler Bros., 747 S. Broadway, Los Angeles.  
 Life and Work Wm. Orlando Butler, Blair, pub. 1848.  
 Pay-day, Henderson.

Franklin Bookshop, 920 Walnut St., Philadelphia.  
 Hornaday, Our Vanishing Wild Life, N. Y., 1917.  
 Gordon, The Pinetum, 2 vols., London, 1858-62.  
 Birdsong, G. L. F., Books on Hunting, Dogs, &c.  
 Circus, Books, Programs, Route Books, Pictures.  
 Conard, Uncle Dick Wootton, Chic., 1890.  
 Curtis, The N. Amer. Indian, 20 vols. and pls., 1911.

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Forrest, The Touchstone of Peril, 1891.

Fowle, Capt. John, Reminiscences of.

Hudson, Frange, Great Nations Series.

Low, Women of Shakespeare, 1895.

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Leroy, Beaulin, Traite de la science des Finances Guillaumin et le Edituers.

Hazen's Bookstore, 238 Main St., Middletown Ct.

Mr. Witt's Widow, Anthony Hope, pub. by Tauchnitz, Leipzig.

White Aprons, Goodwin, Little, Brown.

Laboratory Manual of Astronomy, Bird, Ginn.

Chronology of Practical Bibliography of Modern German Literature, Nollen, Scott, Chicago, 1903.

Dictionary of Slang, Jargon & Cant, Barrere & Leland, Scribner.

A. & W. Head, 21 Broadway, New Haven, Conn.

Lever, Young Officer's Sheet Anchor, N. Y., 1843.  
Sterne, odd vols. of Tristram Shandy, 1st ed. only.

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Treasure Island, vol. 2, Thistle ed., red buckram.

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Himebaugh & Browne, 471 Fifth Ave., New York.

Queen Elizabeth.

An Autographed Letter of Warren G. Harding.

Life of Poe, pub. Crowell.

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Chronicles of Colonial Maryland, G. W. Thomas.

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 Shield, Life of Prentiss, Lipp., 1883.  
 Miller, Harry's Runaway and What Came of It.  
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 Harvard Classics.  
 Draper Intellectual Development of Europe.  
 MacCauley's History of England.  
 McGehee, Due Process of Law, 1906.
- International Press Clipping Service, Quebec, Can.**  
 Stevenson's Works, Scribner's, 1907, buff buckram, red label, vols. 2, 6, 8, 10, 13, 15, 20, 24.  
 American Bar Assn. Journal, vol. 6, nos. 1, 3.  
 Canadian Magazine, vol. 31, 1908; vol. 33, 1909; or nos. 3 of each.  
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Cross, What Is Christianity?  
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What is the Bible, Warschauer.

Post-Box Bk. Service, 67 W. 68th St., New York  
Key, Rohel Varnhagen, 6 copies.  
Garnett, Twilight of the Gods and Other Tales.  
Cady, God a Present Help, 2 copies.  
Hirth, History of Ancient China.  
Keoleian, Oriental Cook Book, 2 copies.

Grace Potter, 131 E. 19th St., New York  
The Significance of Psychoanalysis for the Mental Sciences, Drs. Rank and Sachs, Nervous and Mental Diseases Monograph Series No. 23.

Chas. T. Powner, 26 E. Van Buren St., Chicago.  
Unusual items, Art and Architecture.

Chas. T. Powner, 542 S. Spring St., Los Angeles.  
Garver, Brother of the Third Degree.  
Ceramics and Costumes; Unusual Art Works.

Presby. Bd. of Pub., 125 N. Wabash Ave., Chicago  
Book of Knowledge, complete set.  
Life of Sheldon Jackson, Stewart.

Presby. Bd. of Pub., 278 Post St., San Francisco  
Ainsworth, The Silences of Jesus.  
Pierson, Keys to the Word.

Presby. Bk. Store, Granite Bldg., Pittsburgh, Pa.  
Challenge of the Country.  
Ten Plays of Shakespeare, S. A. Brooks.  
Ten More Plays of Shakespeare, S. A. Brooks.

Presby. Bk. Store, 914 Pine St., St. Louis  
Hebrew, 2 vols, Saphir, pub. Gospel Pub. Co.

Preston & Rounds, 98 Westminster St., Providence  
Stormouth English Dictionary.  
Oppenheim, Mysterious Mr. Sabin.

Princeton Univ., Lib., Princeton, N. J.  
Haddon, History of Anthropology.  
Molineux, Phrase book from poetic and dramatic works of Browning.  
Scott, Works, good modern ed, specify ed.  
Schoolcraft, Archives of Aboriginal Knowledge, vols., 1860.

Public School Library, Chillicothe, Ohio  
The World Book, 3 sets.

## NOTICE

At the suggestion of a subscriber we have reprinted in leaflet form the new U. S. Postal Regulation affecting the Importation of Books which appeared in the PUBLISHERS' WEEKLY November 3rd.

Dealers who order books from England and other foreign countries should send a copy of these regulations with each order for some months to come and until the details become familiar to the exporters.

The leaflet will be supplied at the rate of a dollar a hundred.

THE PUBLISHERS' WEEKLY.

## Publishers' Weekly, 62 W. 45th St., New York.

Copies of The Publishers' Weekly for Sept. 1 and 15, Oct. 6 and 20, 1923. Will remit 10 cents each on all clean copies sent us. The Publishers' Weekly Office, 62 W. 45th St., New York.

## Putnam's, 2 W. 45th St., New York

Abbott, Rights of Man.  
Auerbach, Villa on the Rhine.  
Allen, Manual of Cheirosophy.  
Belloc, Bayeux Tapestry, cloth, several copies.  
Bailey, Scholars Companion.  
Brittanica Book Case, Cambridge ed.  
Bourke, On the Border with Crook; Snake Dance of the Maquis; Apache Campaign.  
Carter, Law, Its Origin, Growth and Function.  
Diary of Gouverneur Morris, 2 vols.  
Encyclopaedia Britannica, stiff covers, cloth.  
Finot, Science of Happiness.  
Genealogy of the Knowlton Family.  
Gould, Biographic Clinics, vol. IV.  
Gerard, King's Romance: Story of Milan.  
House, Wild Flowers of New York, 2 vols.  
Harland, Where Ghosts Walk, 2nd series.  
Hazen, Narrative of Military Service.  
Lenotre, Romance of the French Revolution, 2 vols.  
Life of Huxley by his Son.  
Lee, Key to the Holy House.  
Letters and Writings of James Greenleaf Crosswell.  
Mason, Pequot War.  
McDonald, Double Story; Gift of the Child Christ.  
Murray, Rise of the Greek Epic.  
Stockley, Wild Honey.  
Villari, Italy in Town and Country.  
Wyllarde, Exile.  
Peck, Kingdom of Light.  
Phoenix, Squibob Papers.  
Mitchel, Astronomer and General; Life of Gen. O. M. Mitchel.

## Rare Book Co., 99 Nassau St., New York

Yoakum's History of Texas, Vol. 2 only.  
Herndon's Lincoln, 1890, Vol. 1 only, blue cloth.  
Gregg's Commerce of the Prairie, 1845, Vol. 2 only and 1851, Vol. 2 only.  
Christian Science Books and Pamphlets.

BOOKS WANTED—Continued

The Rare Bk. Shop, 723 17th St., Washington, D. C.  
Chronicles of America.  
Fithian's Diary.  
Jacobi Printing.  
Montgomery, L'on et Lotre, in English.  
Lineage of Nelsons.  
American Portrait Gallery, Vol. 1 or set.  
Martin, Diary of a Mason.  
Lewis Family in America.  
Woods, Hist. of Albermarle Co., Va.  
Kemper, Fishback Family.  
Garrett, Genealogy.  
Bolton Family.  
Hayden, Virginia Genealogies.  
Summers, History of S. W. Va.  
A Penn. Pioneer.  
Goodwin Family in America.  
McAllester, Index to Saffell, Va., Soldiers in the Rev.  
Merimee's Works in Fine Binding.  
Radcliffe, Schools & Masters of Painting.  
Smith, Forty Years of Washington Society, ed by Hunt.

Raymer's Bk. Store, 5 N. Division Ave., Grand Rapids, Mfch.

Journal of Dr. Elias Cornelius, Judge Chas. Tompkins, Washington, D. C.  
Memoirs of Elias Cornelius, Edwards, Perkins & Marris, Philadelphia.

Raymer's Old Bk. Store, 1330 1st Ave., Seattle, Spider's Web, Kaufman.

Peter Reilly, 133 N. 13th St., Philadelphia

Breakespeare, G. A. Lawrence.  
Buchanan, The Blood.  
Rebel Ireland, Mason.  
Coplin, Pathology.  
Fetterhoff, 2000 Questions on Anatomy.  
The Eighteen-Nineties.

Fleming H. Revell, 158 5th Ave., New York  
The Preacher, Holt.

C. V. Ritter, Old Colony Bldg., Chicago

Freeman, Worlds Commercial Products.  
Robertson, Masters of Men.  
Longfellow, Poets & Poetry of Europe.

E. R. Robinson, 410 River St., Troy, N. Y.

Appun, K. F., Unter den Tropen, 1871.  
Bulletin 14, N. J. Geological Survey, 1915.  
Blavatsky, The Secret Doctrines; The Key to Theosophy; The Theosophist, complete or 1st 9 vols.  
Blondelle-Burton, J. B., A Gentleman Adventurer.  
Black, Ten Laws of Health.  
Clement, Christian Symbols.  
Clement, Ancient Science of Numbers.  
Donaldson, The Growth of the Brain.  
Evirat, J., The Spiritual Meadow.  
Faber, G. S., Pagan Idolotry, London, 1816.  
Grayson, D., Adventures in Contentment.  
Grayson, D., Adventures in Friendship.  
Harding, J. D., Lessons on Trees.  
Haxtun, Mrs. A. A., Signers of the Mayflower Compact, complete or parts.  
Holt, E., The Secret of Popularity.  
Hare, T. L., The National Gallery, pub. Dodge.  
Homer's Iliad and Odyssey, trans. by Worlsey, London, 1868.  
Homer's Odyssey, trans. by Brandreth, London, 1846.  
The Irish Theosophist, complete set.  
Jennings, Nina I., Beauties of Friendship.  
Landscape Architecture, odd vols.  
Lansdell, H., Through Siberia.  
Lucifer, complete set.  
Locke, On the Human Understanding.  
Library of Original Sources.  
Lenormant, The Creation, Garden of Eden, and the Deluge.  
Mather, McG., The Kabbalah Unveiled.  
Mather, McG., The sacred Magic of Abra-Melin the Mage.  
Meager, Teaching Truths by Signs and Ceremonies.  
Newman, Cardinal, A History of the Angels?  
Olmsted, F. L., Public Parks.  
The Path, complete set.

E. R. Robinson—Continued

Pliny, Natural History.  
Pliny, Natural History, 6 vols, Bohn ed.  
Pausanias, Greece, Bohn ed.  
Symonds, A Problem of Modern Ethics.  
Symonds, A Problem of Greek Ethics.  
St. Augustine's Ladder to Paradise.  
Suidas, trans. by Gaisford, 1834.  
The Gentle Art of Making Enemies.  
Thirlwall, History of Greece, London, 1835-40.  
Wyllard, D., Unofficial Honeymoon.  
Wylie, I. A. R., The Temple of Dawn.

Rosenbach Co., 1320 Walnut St., Philadelphia  
Beaux and Belles of Colonial Days, Lippincott.  
Life of Christopher North.  
Pirate Stories, Illustrated by Rackam.

St. Paul Bk. & Sta. Co., 55 E. 6th St., St. Paul  
Prehistoric Implements, Moorehead.

Malcolm B. Schloss, 30 E. 53rd St., New York.  
Coomaraswamy, The Dance of Siva.  
Chagavad Gita, Mitra's Translation.  
Gabriel, Unheard of Curiosities.  
Silacara, Lotus Blossoms.  
White, Heliocentric Ephemeris, 1850 to date.

Schoenhof's, 387 Washington St., Boston

Heine, Germany.  
Beerbohn, Rossetti and His Circle.  
George Moore, A Story Teller's Holiday.

Schulte's Book Store, 80 4th Ave., New York  
Jacob, System of Christian Doctrine.  
MacKenzie, Final Faith.  
Seeberg, Fundamental Truth of the Christian Religion.  
Hyde, Sin and Its Forgiveness.  
Troeltsch, Protestantism and Progress.  
Stephen, History of Eng. Thought in 18th Century, 2 vols.  
Lichtenberger, History of German Theology in 19th Century.  
Jones, Spiritual Reformers in 16th & 17th Centuries.  
Reville, History of the Dogma of Deity of Jesus Christ.  
Curtis, History of Creeds and Confessions of Faith in Christendom.  
McGiffert, Apostles' Creed.  
Guinness, History Unveiling Prophecy.  
Meade, Fragments of a Forgotten Faith.

Scrantom's, Rochester, N. Y.

Raleigh's History of the World.

Charles Scribner's Sons, 5th Ave. at 48th St., N. Y.

American Ornithologists Union Check List of Birds, ed. 1910 only.  
Budge, The Mummy.  
Chambers, Wm., A Dissertation on Chinese Gardening.  
Davis, Great Streets of the World, Scribner.  
Del Mar E., Divinity of Desire, Rogers Bros.  
Dickens, Christmas Books, Vol. 22 of Library ed., London, Chapman & Hall.  
Inness, J. H., New Amsterdam and Its People, Scribner.  
Lenotre, Tragic Episodes of French Revolution in Brittany.  
Higgins, Life of Naomi Norsworthy, Houghton, Mifflin.  
Marshall, H. M., Cathedral Cities of France, Dodd, Mead.  
McCurdy, E., Roses of Paestrum, London, Allen.  
Miller, Essentials of Perspective, Scribner.  
Monthly Catalog of U. S. Public Documents, No. 329, for May, 1922.  
Nichols, R. S., English Pleasure Gardens, Mac., 1902.  
History of Redwood Library, Newport, R. I.  
Smith, Notes on Life Insurance, pub. 1870.  
Wild Flowers of State of New York, 2 vols., Albany.  
American Church History Series, Vol. IX only, Scribners.  
Archer, Wm., India and the Future, Knopf.  
Baker, Following the Color Line, Doubleday.  
Barber, American Glassware.  
Bennett, Blond Beast, Reilly.  
Bigger's, Seven Keys to Balpate, Bobbs.  
Bird's, Parliament, Boston.



## BOOKS WANTED—Continued

## Scribner's—Continued

- Borgmeyer, Claude Monet.  
 Browne, B., Conquest of Mt. McKinley, Putnam, 1913.  
 Buchan, The Thirty-Nine Steps, Doran.  
 Buchan, Mr. Standfast, Doran.  
 Byrd, Wm., Writings Edited by Bassett, Doubleday, 1901.  
 Cahun, Adventures of Captain Mago, Scribner.  
 Calvert, A. F., Seville, Lane.  
 Casement, R., The Riddle of the Sands.  
 Clark, E. E., Handbook of Plant Form for Students of Design, Lane.  
 Cleare, C., Robertson, N., Letters on Life, Doran.  
 Cohen, A. J., Great Wet Way, Dodd, Mead.  
 Cram, Ruined Abbeys of Great Britain.  
 Cruikshank, Portfolio of Cruikshank Drawings for Sterne, Smollett, Fielding.  
 De Quincey, Confessions of an Opium Eater, Pocket Classics, Lovell.  
 Dobson, Eighteenth Century Vignettes, Dodd, Mead.  
 Edith Cavell Edition of Thomas A' Kempis, Oxford.  
 Esquemeling, Buccaneers of America, Allen, 1911.  
 Garden Day by Day.  
 Gibbs, Elementary Principles of Statistical Mechanics, Yale.  
 Gibson, Battering the Boche, Century.  
 Goldsmith, Works, 12 vols, Harper.  
 Harris, Cora, From Sun Up to Sun Down, Doubleday.  
 Her Picture, No Name Series.  
 Hitchcock, Treatise on Interior Plastering, Hydrated Lime Bureau, Pittsburgh.  
 Holden, C. F., Game Fishes of the World, Hodder & Stoughton.  
 Hugo, Notre Dame, illus. by Rossi and de Myerbach, Dana, Estes, Ltd. ed. only, 2 vols.  
 Jarves, Reminiscences of Glass Making.  
 Lancaster, The Law Bringers, Doran.  
 Lee, Tommy Toddlers, Harper.  
 MacKowen, J. C., Capri.  
 Mallock, P. D., Life History and Habits of Salmon, Sea Trout and Other Fresh Water Fish, Black.  
 Masters in Art Series, Millet, in paper, Bates & Guild Co.  
 Morris, Memoirs of Gouverneur Morris, Scribner, 2 vols.  
 Murray, Diary of James Murray, Loyalist.  
 Murray, W. H. H., Story the Keg Told Me, etc., De Wolfe.  
 Parrish, Molly McDonald, McClurg.  
 Patterson, Physical Effect of Color, Crowell.  
 Pucker, Molly Maguire's, Dillingham.  
 Radclyffe-Dugmore, Camera Adventures in African Wilds, Doubleday.  
 Roosevelt, Reliable Ideals, Whitaker.  
 Roper, W., Life of Sir Thomas Moore, Luce ed. only.  
 Saltus, Wit and Wisdom of Edgar Saltus.  
 Scofield, Household Mechanics.  
 Smith, Precious Stones and Gems.  
 Speers, History of Greek and Roman Architecture.  
 Steevens, G. W., In India, Blackwood.  
 Stockton, House of Martha, Scribner.  
 Stockton, Storyteller Pack, Scribner.  
 Tallentyre, Friends of Voltaire.  
 Vachell, Blinds Down, Doran.  
 Von Mayer, E., Pompeii As An Art City, Stokes.  
 Wagner, Simple Life, Doubleday ed.  
 Ward, What I Believe and Why.  
 White, J., A Voyage to the China Sea.  
 Williams, Arts and Crafts of Spain, 3 vols.  
 Wister, S., Amusing Scenes of the Revolution, Philadelphia, 1902.  
 Worrall & Terry, The White Feather, Grosset.  
 A. G. Seiler, 1224 Amsterdam Ave., New York  
 Kemmerer, Money & Credit Instruments in Relation Gen'l Prices.  
 A. B. Coxon, Roman Catholicism, Peoples Library.  
 Charles Sessler, 1314 Walnut St., Philadelphia  
 The Eighth Sin, Christopher Morley.  
 First ed of Translation from the Chinese.  
 First ed. of Rehearsal.  
 Sandwich Glass.  
 Anything by Herbert Quick.

## Chas. Sessler—Continued

- A Tale of the South Pacific & Beach Combings, Ralph Stock.  
 Any English eds. by Trollope.  
 The Yellow Wallpaper.  
 Shepard Bk. Co., 408 S. State St., Salt Lake City  
 Ideal Home Music Library, Scribner.  
 Sherwood's, 24 Beekman St., New York  
 Peggy O'Neil, A. H. Lewis.  
 Daughter of the Stars, Hugh Conway.  
 The Road, Jack London.  
 The Trail Drivers of Texas, Geo. W. Saunders.  
 Historic Sketches of Cattle Trade of West & Southwest, rare, printed 1874.  
 Fighter, Terhune.  
 S. D. Siler, 930 Canal St., New Orleans  
 Story of the Heavens, Sir Robert Stowell Ball.  
 Clarence W. Smith, 113 East Ave., Rochester, N. Y.  
 Kingsley, At Last.  
 Zangwell, Italian Fantasies?  
 Smith's Book Store, 805 Howard St., Baltimore  
 Harvard Classics, Vol. 3.  
 Johnson's History of Highwaymen, Murderers and Pirates.  
 Hanson's Old Kent.  
 Brown's Genesis of U. S. History.  
 Kipling, Outward Bound ed, Vols. 10 and 26.  
 Smith's Bk. & News Store, 721 Edmond St., St. Joseph, Mo.  
 Aylwin, Theodore Watts Dunton, pub by Dodd, Mead & Co.  
 Soldier Joe's Bk. Co., 117 N. Main, Los Angeles  
 Christian Science Journals, Jan., July, 1914; Feb., 1915.  
 Everybody's Mag., any 1914, 4 copies.  
 Spon & Chamberlain, 120 Liberty St., New York  
 Fairchild, Street Railways N. Y., 1892.  
 F. C. Stechert Co., 126 E. 28th St., New York  
 Books on ships and sea life, pub. from 1830 to 1850.  
 E. Steiger & Co., 49 Murray St., New York  
 Gibbs, Elementary Principles in Statistical Mechanics.  
 Journal of the U. S. Artillery, 1920, April.  
 W. K. Stewart Co., Indianapolis, Ind.  
 Cabell, Lineage of Litchfield.  
 W. K. Stewart Co., Louisville, Ky  
 Simon Called Peter, Keble, 1st English ed.  
 Memoirs of Louis XI, Philip de Comines.  
 Any of Bill Nye's Poems.  
 Stewart Kidd, Cincinnati, Ohio  
 Edwards, Dictionary of Thoughts.  
 In Good Company, Kernahan.  
 The Woman Who Did, N. Allen.  
 Book Poems, Hugh Magevney.  
 Woman the Mysterious.  
 Harry Stone, 137 4th Ave., New York  
 Currier & Ives, particularly sporting subjects, & other American lithographs.  
 Roosevelt, books signed by, large paper copies, 1st ed., autographed letters.  
 Hart's Book on the Stradivarius.  
 Ainsworth, W. H., 1st ed.  
 Masters, Spoon River Anthology.  
 Dreiser, any pamphlets, letters, books, 1sts.  
 Page, T. N., Court of Bohemia; Among the Camps; Two Little Confederates; Old Dominion; Bred in Bone.  
 Harris, J. C., Uncle Remus & Brer Rabbit & The Little Boy & His Friends.  
 Sunwise Turn, 51 E. 44th St., New York  
 Nautical Lays of a Landsman, Will Irwin.  
 Syracuse Univ. Bk. Store, 303 Univ. Pl., Syracuse  
 Hall and Lennox, Red Letter Days.

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## Syracuse Univ. Bk. Store—Continued

Gauss American Gov't.  
Lowell, Essays on Gov't.  
VanDyne, Our Foreign Service.

## Nic. Tengg, San Antonio, Texas

Historic Sketches Cattle Trade of the West & Southwest, Jos G. McCoy, pub. 1874, Ramsey, Millett & Hudson, Kansas City, Mo., 2 copies.

## Thoms &amp; Eron, 34 Barclay St., New York

Ragnarok.  
Jewish Encyclopedia, Vol. 6, cloth.  
Sturgis, Dictionary of Architecture & Building, Vol. 3.  
Kipling, Outward Bound ed., odd vols.  
Dictionary of National Biography, odd vols.  
Tarbell, Standard Oil, Vol. 2.  
Hedin, Trans. Himalaya, Vol. 2.  
Cones, New Light on the Early History of the Greater Northwest, Vol. 3.  
Encyclopedia Biblica, Vol. 1.

## Lewis M. Thompson, 24 Stone St., New York

Pickwick Papers, American ed. in parts.  
English Notes, Boston Daily Mail Office, 1842.

## Otto Ulbrich Co., 386 Main St., Buffalo, N. Y.

Our Mr. Wren; The Job; Trail of the Hawk; Innocents, Lewis, all 1st eds.  
Visions & Revisions, Powys.  
Health & History, Maurice.  
Creed of Christendom, Grey.  
Anacalypsis, Godfrey Higgins.  
Atlantic for February, 1915; April, 1915.

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Union Bk. Co., 257 State St., Schenectady, N. Y.  
Julius Caesar and His Women, Ferrao or Ferrero.

## University of Illinois, Lib., Urbana, Ill.

Spectator Co., New York, Handy Guide to Premium  
Rates, Vol. 27 & Sup. No. 3.

## Univ. of North Carolina, Chapel Hill, N. C.

National Conference of Charities and Corrections,  
Proceedings 1874-1886; 1888-1890; 1896.

## University of Oregon, Lib., Eugene, Oregon

Allen, G., Physiological Aesthetics.  
Bage, Robert, Barham; Fair Syrian; James Wallace; Man as he is; Man as he is not; Mount Henneth.

Bennett, Agnes M., Anna.  
Bennett, Agnes M., Juvenile Indiscretions.  
Daudet, Alphonse, Tartarin of Tarascon.

Godwin, Wm., St. Leon.  
Holraft, Thomas, Alwyn; Anna St. Ives; Hugh Trevor.

Hough, E., The Law and the Land.

Inchbald, E. S., Nature and Art.

Kilpatrick, W. H., The Dutch Schools of New  
Netherland and Colonial New York.

## Univ. of Oregon Library—Continued

Lee, Sophia, Canterbury Tales.  
Lee, Sophia, The Recess.  
Oppenheim, James, The Beloved.  
Radcliffe, Ann, Castles of Athlin and Dunbayne; A  
Sicilian Romance; The Stalian.  
Small, W. H., Early New England Schools.  
Some Imagist Poets, 1915.

## University of Pennsylvania, Lib., Philadelphia

Classen, Elementary Quantitative Analysis, tr. by  
Smith.

Dawson, Business of Life Insurance.

Schwegler, History of Philosophy.

Heisler, Federal Incorporation.

Page, British Poets.

Reisse, Study of the Repeated Presentation of the  
Memory Span Test.

Morley, Ideal Commonwealth.

Schloss, Insurance Against Unemployment.

Penn. Leg.—Elections of 1914.

Graves, Sir Philip Sydney's Use of Arcadianism.

London Stationers Co., Transcripts 1640-1708.

## University of Pittsburgh, Lib., Pittsburgh, Pa.

Alexander Humboldt, Political Essay on the King-  
dom of New Spain.

Van-Cleland Bk. & Art Store, 284 Main St.,  
Winnipeg, Man., Can.

Alex. Hamilton Modern Business, Vol. 7, 1918 to  
1919 ed., keratol binding.

Burdett Pathetic Readings and Recitations.

T. B. Ventres, 286 Livingston St., Brooklyn, N. Y.

Valencia's Garden, Crownshd, S. S. McClure.

A. C. Vroman, 329 E. Colorado St., Pasadena, Cal.

American Animals, Witmer Stone, 1st ed., 1902.

Civilization of Babylonia & Assyria, Jastrow, 1st  
ed. only.

Emma McChesney & Co., Ferber.

James, The Soft Side.

## George Wahr, Ann Arbor, Mich.

Eliot, The Sacred Wood, 3 copies.

Kellor, Immigration and the Future.

Benton, Work Programs for Women's Clubs.

Figgis, Churches in the Modern State, latest ed.

Prothero, Etatutes & Constitutional Documents, 1558-  
1625, latest ed.

Walden Bk. Shop, 357 Plymouth Ct., Chicago  
Fireplaces & How They Are Built, Rumford.

## John Wanamaker, Book Store, New York

Little Susie's Six Birthdays, E. Prentiss.

Mireio, Frederic Wistral, Cameo Series, pub. by  
Fisher Unwin, London.

Carpenters Self Support in Bassein.

## Wellesley College Bookstore, Wellesley, Mass

Frank W. Taussig, Inventors and Money-makers,  
Macmillan, 1915.

Edgar H. Wells & Co., 41A E. 47th St., New York

Currier, Type Spacing, 1913.

Gill, California Letters of Wm. Gill, privately  
printed.

Palmer, Ideal of a Gentleman, 1908.

Scheffauer, Looms of Life, 1908.

Hanson, Old Kent of Maryland.

Ker, River and Lake Names in the U. S., 1911.

Roosevelt, African and European Addresses, 1910;

Selected Addresses and Public Papers, 1919; Wis-  
dom of Roosevelt, 1920; Writings, Selections from  
the Writings of T. R., 1920.

Grabau, Principles of Stratigraphy.

Webster, John, Dramatic Works, ed. Dyce, 1857.

Welles, A., Welles Family.

Dana H. Carroll, Fifty-eight Paintings by Homer

D. Martin, N. Y., priv. printed by Frederic Fair-  
child Sherman, 1913.

Ralph Waldo Emerson, Works, introd. by C. N.

Greenough, N. Y., Hearst's International Lib., 1914.

R. W. Postgate, Bolshevik Theory, N. Y., Dodd  
Mead, 1920.

Turgot, Reflections on the formation and the  
Distribution of Riches, Economic Classics, N. Y.,  
Macmillan, 1898.



## BOOKS WANTED—Continued

**The White House, Bk. Dept., San Francisco**  
Barnes, Western Grazing Grounds — Forest Rangers, Breeders Gazette.  
Land of Little Care.  
Wind in the Willows, 2 copies, old ed., illustrated by Maxfield Parrish.

**Whitlock's Bk. Store, 219 Elm St., New Haven Ct.**  
Clark & Fletcher, Fannie, Weeds of Canada.  
Cody, Defective Development & Insane.  
Conn. Town Histories, Town Records, Genealogies, Connecticut Reports.  
Corpus Juris.  
Cancer, anything.  
Cambridge Med Hist.  
Conn. Forestry Bulletins.  
Coulter, Nelson, New Manual Botany.  
Cournot, Bacon, Research Into Math. Princ. Theory Wealth.  
Siren, Leonardo de Vinci.  
Sheppard, Photo Chemistry.  
Schimper, Plant Geography.  
Stephen & Lee, Dict. of National Biog.

**Frank J. Wilder, 28 Warren Ave., Somerville, Boston 42, Mass.**

N. E. Families, 4 vols., Cutter, 1913, Lewis.  
N. Y. Geneal. & Fam Hist. Central N. Y., 3 vols., 1912, Lewis.  
Hunterdon Co., N. J., Marriage Records, 1918.  
Trenton, N. J., Hist. Presby. Church, 2nd ed., 1912.  
Dutchess Co., N. Y., Comm. & Biog. Record, 1897.  
Yates Co., Hist. & Directory, 1873.  
Narragansett, R. I., Episcopal Church, Updike, 3 vols., 1907.  
S. C. Marriage Notices, Salley, 1902.  
Augusta Co., Va., Annals, 2nd ed., 1902.  
Frederick Co., Va., Shenandoah Valley Pioneers, 1909.  
Henricko Parish, Va., Annals, 1904.  
Any genealogical book or pamphlet.  
Any town or county history.

**J. I. Williams Bk. Co., 24 Pearl St., Worcester, Mass.**  
The Dragon Painter, by Fenellosa, 2 copies.

**Williams' Bk. Store, San Pedro, Cal.**  
A Boy's Useful Pastimes, Griffith.  
American Pastry Cook, Whitehead.  
Horseshoe Robinson.  
Used Spanish Novels.

**Woburn Public Library, Woburn, Mass.**  
Gilbert Murray, Four Stages of Greek Religion.

**Woodward & Lothrop, Washington, D. C.**  
The Story of a Fight, Hugh Lloyd.  
Greatheart, A Mystery Play.  
Vibrations, Ernest Stevens.  
History of Our Times, McCarthy, 2 last vols., 1880-1897.  
Father Ralph.  
Romanticism and Classicism, Grierson.  
The Canon, Cunningham Graham.  
The Odd One, LeFevre.  
From the Hidden Way, Cabell, Poems.

**Woodworth's Bk Store, 112 S. Wabash Ave., Chicago**  
Lumholz, New Trails in Mexico.  
Hornaday, Camp Fires on Desert & Lava Beds.

**Ye Merrie Chatter Bookshoppe, Davenport Hotel, Spokane, Wash.**  
Bennett, Latin Language.

**Ye Old Book Shop 97 Patton Ave., Asheville, N. C.**  
Guizots History of France, large type.  
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